

Motivational Interviewing:

Helping Clients Make Positive Health Changes

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In this Webinar

- Learning Objectives
- Understanding Client Behavior
- What is Motivational Interviewing?
- Tools for Motivational Interviewing
- Recap
- Questions

Learning Objectives

- To understand what prevents clients from making change
- To understand how motivational interviewing helps elicit change
- To learn tools for administering motivational interviewing

Understanding Client Behavior

IMPROVED HEALTH



BEHAVIOR CHANGES



No changes by client?



FRUSTRATION

Reasons Clients Do Not Make Changes

What We Assume

- Non-compliance
- Lack of information
- Denial
- Laziness
- Oppositional Personality

Reality

- Motivational Issue
- Ambivalence
- Anxiety

What is Ambivalence?

- Wanting incompatible things at the same time
 - A person with high blood pressure understands that there is a need to take medication to help control blood pressure, but the person does not want the risk of suffering from side effects from the medication.

Ambivalence Anxiety Procrastination

Motivational Interviewing

Motivational Interviewing

 Motivational Interviewing is an effective way of talking with clients about

CHANGE

Concepts of Motivational Interviewing



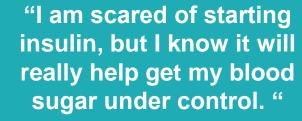
SELF EFFICACY

Core Skills for Motivational Interviewing

- Open-ended Questions
- **A** ffirmations
- Reflections
- Summaries

Open-Ended Questions

"If you did start to use insulin, how do you think it might possibly benefit you?"







Affirmations

"From what I hear, I know that you are trying to make the healthiest choices for yourself."



Reflection

"But I can't stop smoking. All of my friends smoke." "Quitting smoking seems nearly impossible because you spend too much time with others that smoke."



Summary

"I don't think my high blood pressure is causing any problems.

I feel fine, but I know my mother had a stroke because of her high blood pressure. I don't want that to happen to me. I know there is a lot to do to improve my blood pressure. I need to take my medicine and change my diet. There are so many changes to make. "



"You feel okay, but
understand that your high blood
pressure could cause some serious
health problems. I hear you list the
things you should do to improve your
blood pressure, but may feel
overwhelmed by making these
changes. Do I have that right?"



Implementing Motivational Interviewing

1. Engaging

Generate Change Talk

"Why do you want to make change?"

"How might you go about making a change?"

"What would be your first step for making change?"

3. Evoking

2. Focusing

CHANGE TALK "I wish"
"It would help if I"
"I want" "I could"

4. Planning

What to Avoid

- Assessing
- Telling
- Power Differential
- Labeling

Recap

What We Learned

- Listen
- Ask Questions
- Point out the positives
- Present reasons for not changing
- Guide toward specific plan to move toward change

References

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Questions?



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