



Part 2 of *Motivational Interviewing: Helping People Change and Grow*, 4th ed. (Miller & Rollnick, 2023)

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July 9, 2024



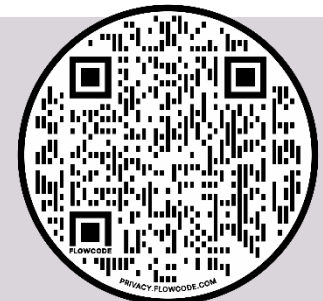
Indigenous Land Acknowledgement

- We recognize the longstanding history of trauma and harm inflicted on Indigenous people past and present here on unceded territory and invite you all to examine your role in the restorative process.
- Please join us in supporting efforts to affirm tribal sovereignty across what is now known as California and in displaying respect, honor, and gratitude for all indigenous people.
- Locate whose land you are on by following any of the steps below.

Whose land are you on?

Option 1: Option 2: Enter your location at [Native Land CA](#)

Option 2: Access Native Land website via QR Code





Advocates for Human Potential, Inc. (AHP) MIP Team



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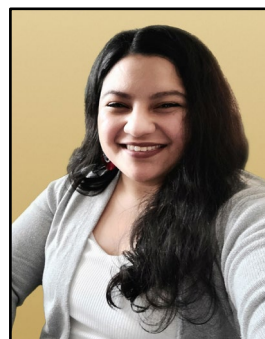
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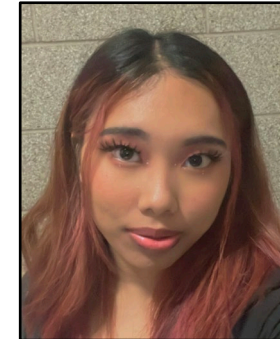
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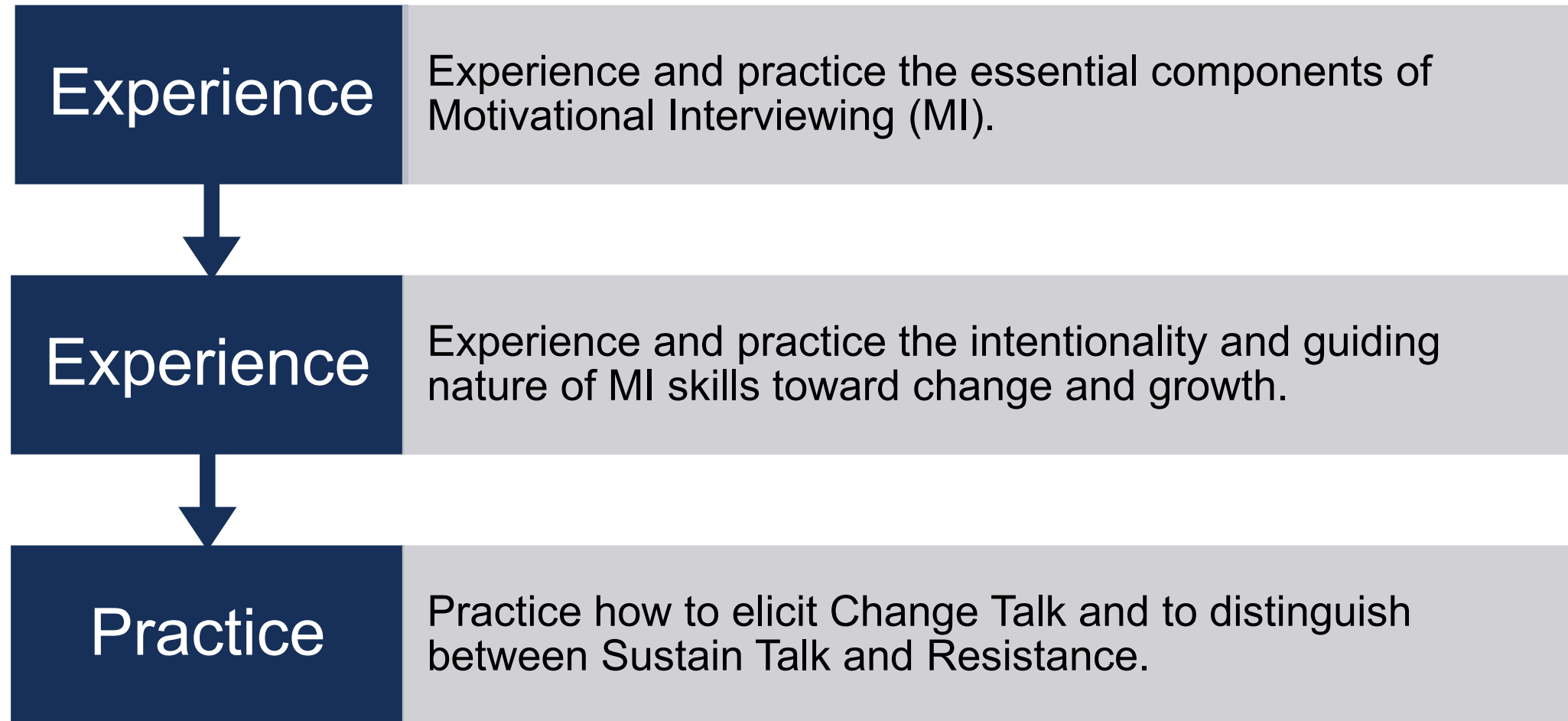
Krislyn LaCroix
Project Coordinator

James (Diego) Rogers, PsyD



Learning Objectives

Participants will be able to:

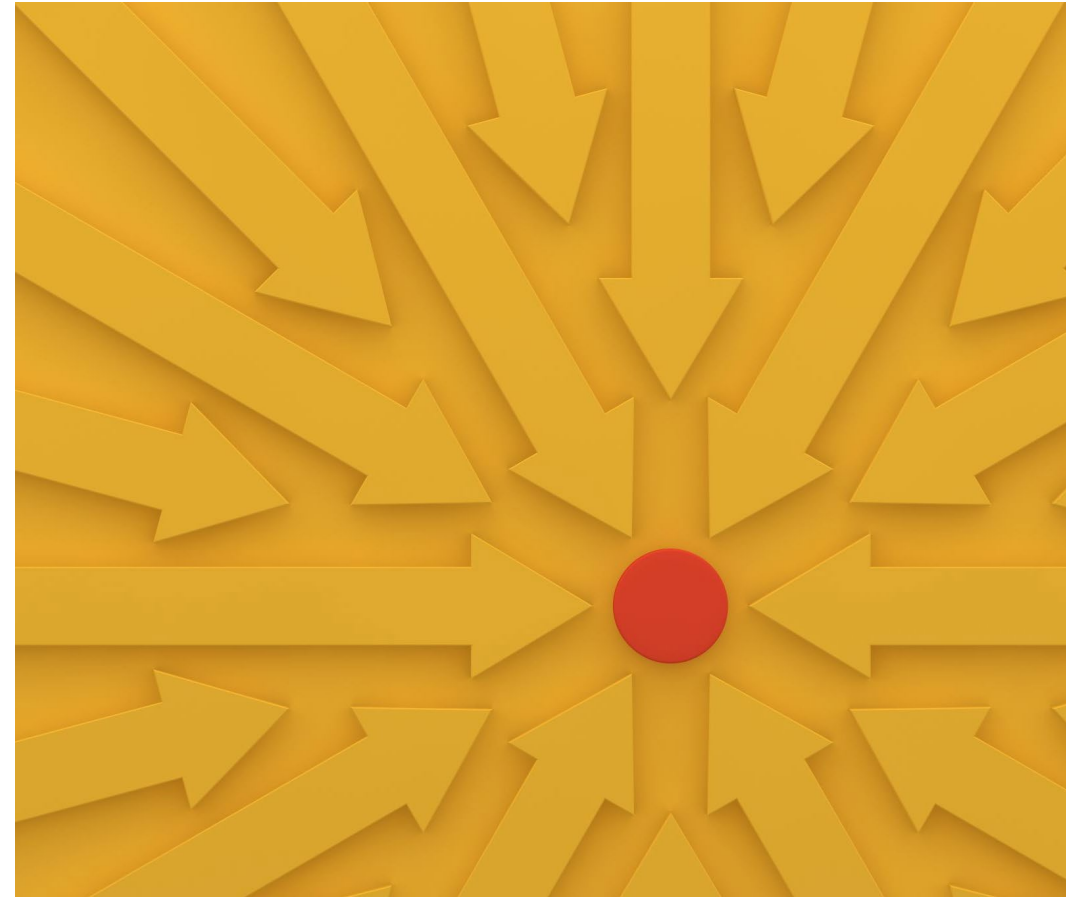


How easy is it to change?

Exercise

- Choose a personal goal or change that you would like to make. Please make it meaningful.
- Think seriously about this goal and identify the immediate, concrete steps you can take to achieve this goal.

(5–10min)



What is MI?

MI is “a particular way of talking with people about change and growth to strengthen their own motivation and commitment.”

— W.R. Miller and S. Rollnick

What is MI?

“It is also a way of being with those you seek to serve.”

— W.R. Miller and S. Rollnick

MI Spirit

- **Compassion**
- **Acceptance/autonomy (person-centered)**
- **Partnership**
- **Evocating/eliciting style**

Source: Miller, W. R., & Rollnick, W. 2023) [Motivational interviewing: helping people change and grow](#) (4th ed.)

Four Processes of MI

- Engaging
 - MI Spirit
 - OARS
- Focusing
 - OARS
 - Eliciting values and prioritizing
 - Develop discrepancy/roll with resistance as needed
- Evoking/Eliciting
 - OARS
 - Identifying Change Talk vs. Sustain Talk
 - Evoking and responding to Change Talk
 - Evoking commitment, confidence
- Planning
 - OARS
 - Developing a plan
 - Feedback and coaching
 - Sustaining commitment and confidence

Follow the RULE

- Resist the “Fixing Reflex.”
- Understand by
- Listening.
- Elicit Change Talk.

Source: Rollnick, R. Miller, W. R., & Butler, C. C. (2009) [Motivational interviewing in health care: helping patients change behavior.](#)

Change Talk

The goal of MI is for the provider to *guide* the client to discuss their own reasons for change and growth in a compassionate way that respects their autonomy.

Engaging/Expressing Empathy (Use your **OARS**)

- **O**pen-ended questions
- **A**ffirmations
- **R**eflections
- **S**ummaries



Focusing

- Empathize with the ambivalence.
- Explore gains/losses of all options.
- Imagine extreme outcomes.
- Look forward and backward.
- Amplify ambivalence with reflections and affirmations.
- Values sorting.

Change Talk

- Change Talk is any client speech that favors movement in the direction of change.
- Previously called “self-motivational statements” in the Motivational
- Change Talk is linked to a particular behavior change or growth goal.



DARN CATS

Source: Miller, W. R., & Rollnick, W. (2002) [Motivational interviewing: helping people change and grow](#) (2nd. ed.).

Preparatory Change Talk

- **D**ESIRE to change (want, like, wish . . .)
- **A**BILITY to change (can, could . . .)
- **R**EASONS to change (if . . . then)
- **N**EED to change (need, have to, got to . . .)

Mobilizing Change Talk Reflects Resolution of Ambivalence

- **C**OMMITMENT (intention, decision, promise)
- **A**CTIVATION (willing, ready, preparing)
- **TAKING S**TEPS

Evoking and Responding to Change Talk

- **E**laboration: Asking for elaboration, more detail, in what ways, an example, etc.
- **A**ffirming: Commenting positively on the person's statement.
- **R**eflecting: Continuing the paragraph, etc.
- **S**ummarizing: Collecting bouquets of Change Talk.

How to Roll with Sustain Talk

- Empathy and compassion
- Seek to understand by listening
- Simple/double-sided reflections
- Shifting focus
- Emphasizing personal choice
- Reframing

What Is Discord (Resistance)?

- A signal of dissonance (empathic failure) between two people
- Interpersonal (it takes two to resist)
- Therapy interfering behaviors
- Predictive of non-change

Source: Miller, W. R., & Rollnick, W. (2023) [Motivational interviewing: helping people change and grow](#) (4th ed.).

Sustain Talk and Discord (Resistance)

- **Sustain Talk** is about the *target behavior*.
 - I really don't want to stop smoking.
 - I need my pills to make it through the day.
- **Discord (Resistance)** is about your *relationship*.
 - You can't make me quit.
 - You don't understand how hard it is for me.
- **Both** are predictive of non-change.
- **Both** are highly responsive to counselor style.

How to Elicit Change Talk

- Ask for elaboration/examples.
- Use scaling questions (1–10).
 - Query lower and higher numbers.
- Query extremes.
- Look forwards/backwards.
- Explore goals and values.
- Come alongside.

Source: MINT. (n.d.). [Motivational interview network of trainers](#).

Planning

- Honing in on a plan
- Consolidating commitment
- Making SMART goals
- Celebrating successes
- Empathizing with the journey
- Helping stay the course

OARS Practice (1 Hour)

- Virtual Groups of three people.
 - 1 person: Client as self (real play)
 - 1 person: Counselor using OARS for curiosity
 - 1 person: Observer (use OARS tracking sheet on counselor)
- 1 round = 15-minute conversation plus five minutes observer feedback (20 minutes total).
- We will do three rounds total.
- Each person will rotate into a different role so that everyone has a chance to be the counselor.

Break Out Room Discussion

- Debrief and Questions

Thank you!

[Motivational Interviewing](#)
[Website](#)

Presenter's Contact Information

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References

- Miller, W. R., & Rollnick, W. (2002). [Motivational interviewing: helping people change and grow \(2nd ed.\)](#). Guildford press.
- Miller, W. R., & Rollnick, W. (2023). [Motivational interviewing: helping people change and grow \(4th ed.\)](#). Guildford press.
- MINT. (n.d.). [Motivational interview network of trainers](#).
- Rollnick, R., Miller, W. R., & Butler, C. C. (2009). [Motivational interviewing in health care: helping patients change behavior](#). *American Journal of Pharmaceutical Education*, 73(7), 127.

Q & A

Upcoming Events and Important Reminders

July MIP Events		
Admin Coaching Call	7/16/2024	11:30 a.m. –1 p.m.
August MIP Events		
Webinar- Harm Reduction Level 2	8/06/2024	12 p.m. –1 p.m.
September MIP Events		
Ed Partner Learning Collaborative	9/13/2024	12:30 p.m. – 2 p.m.
Intern Learning Collaborative and Office Hours	9/19/2024	2 p.m. – 4 p.m.
Coordinator Learning Collaborative	9/20/2024	12:30 p.m. – 2 p.m.
Mentor Learning Collaborative and Office Hours	9/27/2024	12:30 p.m. – 2:30 p.m.