



Engaging Adolescents in Treatment: Motivational Interviewing

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No disclosures or conflicts of interest.

Prompt: Tell me about a behavior or situation that you would like to change?

What if someone responded with:

- Explaining *why* you should make this change.
- Give 2 specific benefits for the making the change.
- Tell you *how* you should change.

Your response

- “Yeah but...”
- “That won’t work for me, because...”
- “You don’t understand.”
- “I can’t do that.”
- “OK” but no follow through



Client: 14 y.o. caught with drugs

- Tell child *why* it is wrong to use
 - Statistics on use and health effects
- Tell child *why* it is important that they stop using
 - Use scare tactic on bad things that could happen
- Tell child *what* they should do or *how* to change behavior



**What happens
when we tell
people why and
how they
should change?**

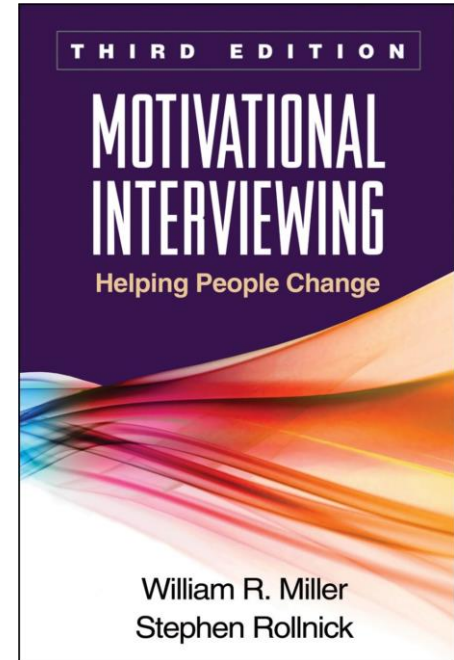
COMMON REACTIONS TO RIGHTING REFLEX

Angry	Afraid
Agitated	Helpless
Overwhelmed	Oppositional
Ashamed	Trapped
Defensive	Disengaged
Justifying	Uncomfortable
Ignored	Not Understood
Discounting of Ideas	Unlikely to Come Back



Development of Motivational Interviewing

- First conceptualized in 1982 in substance use treatment
- Designed to help move individuals towards finding motivation to make positive decision and accomplish established goals



Orange = relational

Green = strategic

*“Motivational Interviewing is a **collaborative, goal-oriented style of communication** with **particular attention to the language of change**. It is designed to **strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person’s own reasons for change within an atmosphere of acceptance and compassion.**”*

Miller & Rollnick, 2013



Spirit of Motivational Interviewing



Partnership

Compassion

Acceptance

Evocation



Goal of Motivational Interviewing

Listen with interest; not give advice

- “What have you been thinking about changing?”
- “What are the 3 best reasons to do it?”
- “On a scale from 0-10, how important is it for you to change?”
 - “Why are you ____, and not a 0?”
- “How would you make this change?”
 - “What do you think you’ll do?”



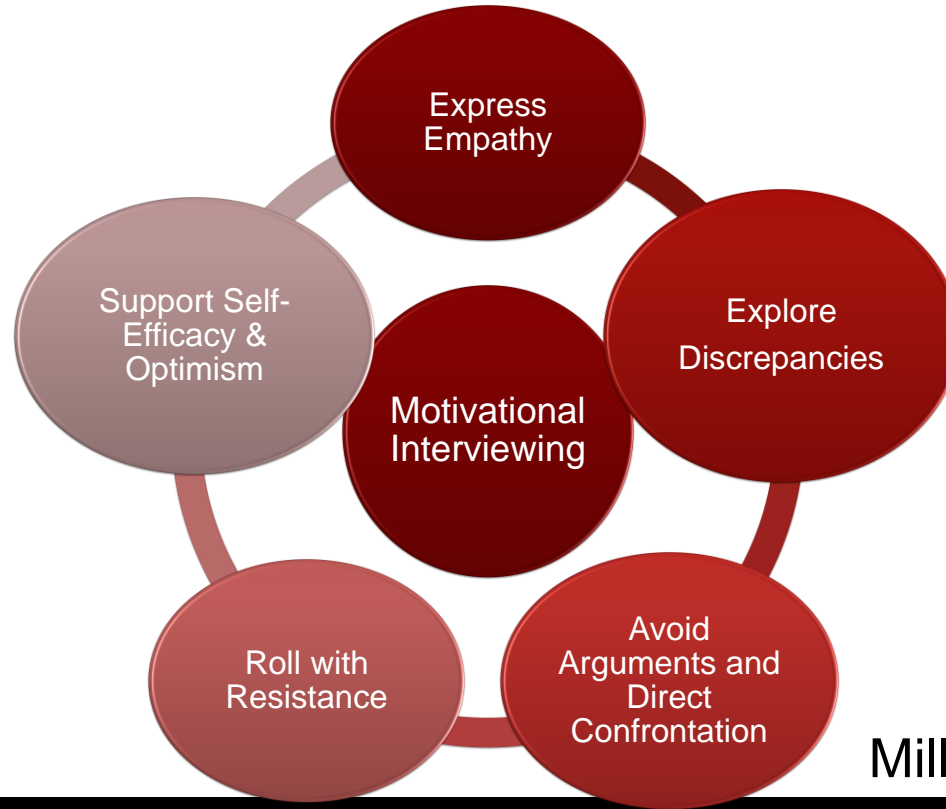
When We Use Motivational Interviewing...

COMMON REACTIONS TO FEELING HEARD

Understood	Engaged
Want to talk more	Able to change
Like the counselor	Safe
Open	Empowered
Accepted	Hopeful
Respected	Comfortable
Interested	Cooperative
Confident	Likely to return



5 Underlying Principles of Motivational Interviewing



Miller & Rollnick, 2002

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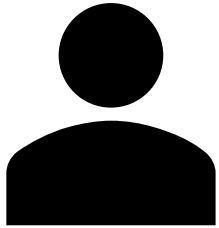


Express Empathy through reflective listening

- Build understanding of the client's issues, struggles, and barriers of improvement
- Accept the client's perspective and feelings without judging, blaming, criticizing
- Acceptance is not the same as agreement or approval.



I like using pain killers because it helps me relax and deal with the stress I am having with my parents



The pills seem to have benefits for you with dealing with stress and helps you relax, It can be hard to want to stop do something that seems to be working.



5 Underlying Principles of Motivational Interviewing



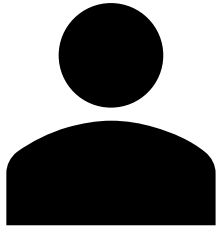
Explore Discrepancies

- Difference between present behavior and important goals, values, or spiritual beliefs
- Highlighting the difference between where client is now and where they want to be
 - The client should present the arguments or reasons for change

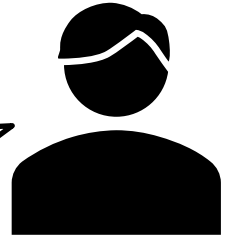


I like using pain meds because it helps me relax and deal with the stress I am having with my parents.

Using does make it hard to stay awake and focus at school...



One one hand, pain med helps you relax and deal with stress at home. On the other hand, it seems to may also be affecting your academic performance at school because it is hard to stay awake and focus.



5 Underlying Principles of Motivational Interviewing



Avoid Arguments

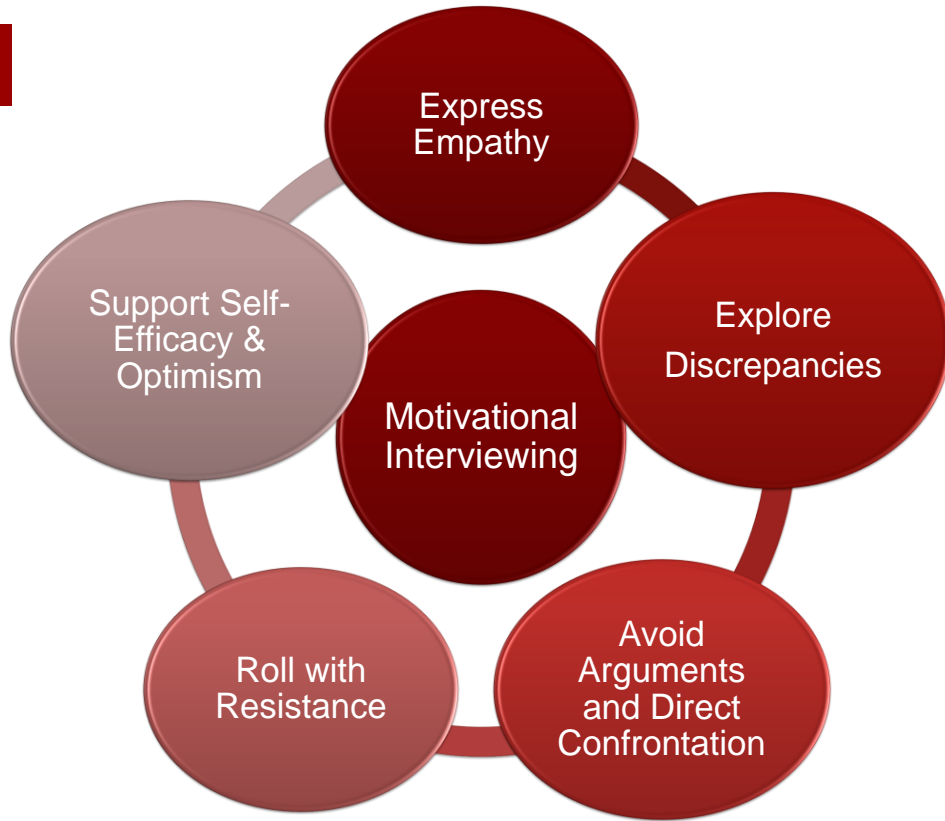
- Trying to convince a client that a problem exists or that they NEED to change
- When trying to prove a point, people generally get defensive and find reasons why you are wrong – which doesn't encourage change, it undermines motivation for change



5 Underlying Principles of Motivational Interviewing

Roll with Resistance

- Respond with empathy and understanding rather than confrontation
- Acknowledge client's disagreement, feelings, or perceptions in a neutral way
- Elicit change talk rather than sustain talk



Sustain Talk = statements related to staying the same (minimizing consequences, blaming others, making excuses)

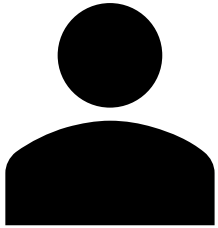
**Sustain
Talk**

**Change
Talk**

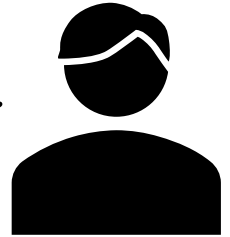
Change Talk = statements related to desire, ability, or need to change.



Yeah, I don't care about school,
and I enjoy how it makes
feel.....I bet you have even tried
using it, I know so many people
that have.



I know it is hard to imagine not
using pain meds. How might
your life be different if you
didn't use?



5 Underlying Principles of Motivational Interviewing

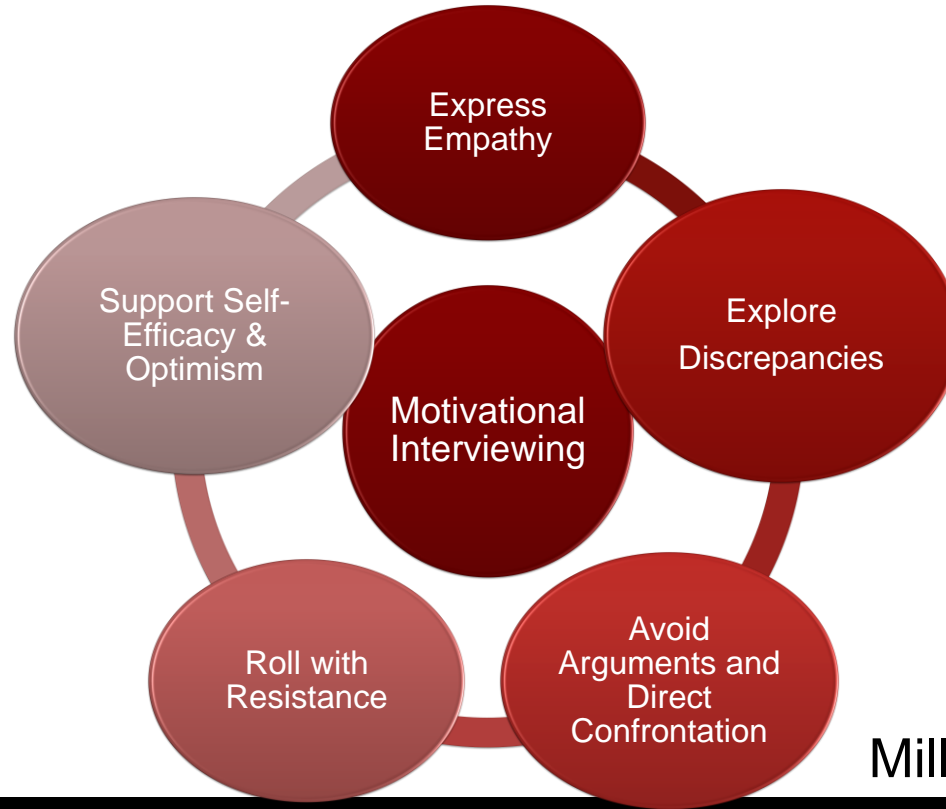


Support Self-Efficacy

- Focusing on person's strengths and highlight them when possible
- Encourage client based on the abilities and resources that they possess



5 Underlying Principles of Motivational Interviewing



Miller & Rollnick, 2002

Core Skills of Motivational Interviewing: OARS

Open-ended questions

Affirmations

Reflections

Summaries



Open Ended Questions

- Require more than a simple yes/no response
- Allow the client to set the agenda
- Usually start with words like:
 - "How..."
 - "What..."
 - "Tell me about..."
 - "Describe..."

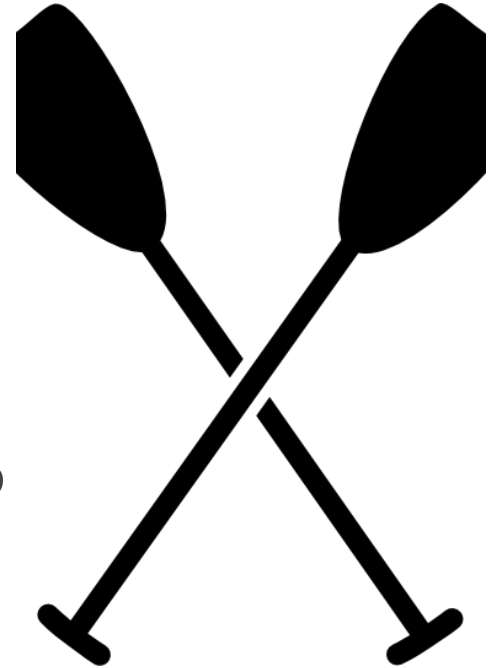


Open-ended
questions
Affirmations
Reflections
Summaries



Open Ended Question Examples

- “What brought you here today?”
- “Suppose you don’t change, what is the worst thing that might happen?”
- “What would you like to see different about your current situation?”
- “On a scale from 1-10, how important is it for you to ...? Why did you choose that # instead of (a lower number)?”



Affirmations

- Specific
- Genuine
- Change-oriented
- Meaningful to the client
- Relevant
- Related to the client's strengths, skills, abilities, or values
- More like a fact than an opinion
- Help build client's sense of power and belief in own ability to change

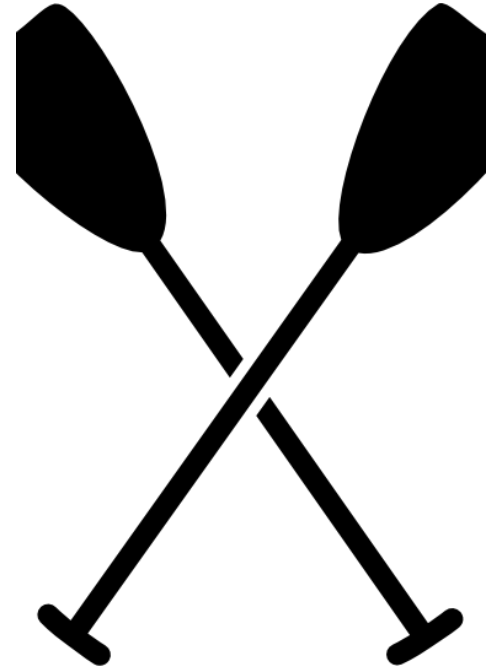


Open-ended questions
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Affirmation Examples

- It wasn't easy for you to get here, but you made it. That shows a lot of commitment to your health.
- That was really tough, but you made it through. You are resilient.



Reflections

- Statement, not a question
- Ends with a downturn – build a connection
- Hypothesis testing
 - “If I understand, you mean that...”
- Affirms and validates
- Keeps the client thinking and talking
- As you improve, you can use fewer words

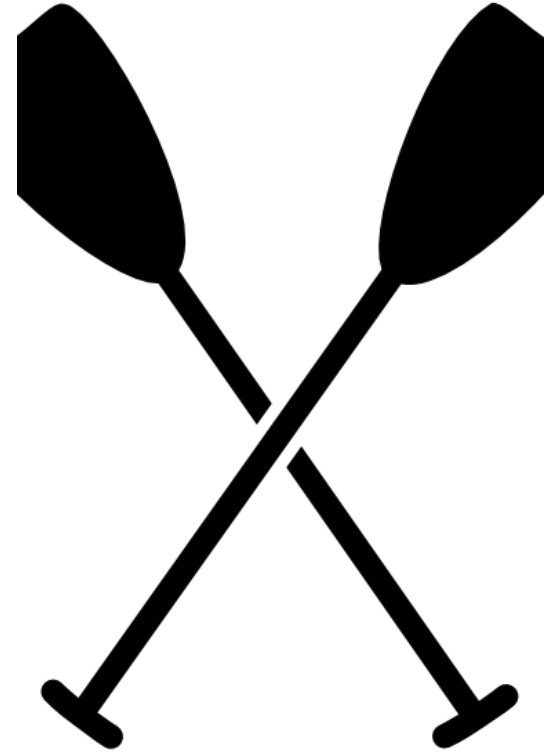


Open-ended questions
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Types of Reflections

- **Simple:** Stays close to what the person said
“What I hear you saying is...”
- **Complex:** Continues the paragraph and goes well beyond what the person has said
“It seems as though”
 - Creates movement
 - Highlights emotions or values
 - Seeks a deeper context for the change
- **Amplified:** Pushes on absolutes
“There’s NO reason to quit smoking.”



Types of Reflections

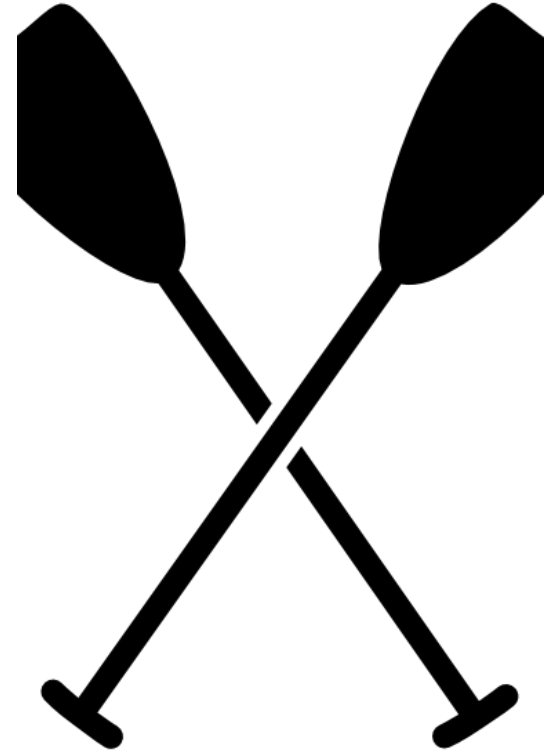
- **Double-sided:** Highlights ambivalence

“On one hand, weed has helped to reduce your anxiety, and on the other, it’s harder for you to remember things, which is creating more stress.”

- **Metaphor:** Shortcut to meaning

“You’re learning to let things roll off your back, just like water rolls off a duck’s back.”

- A way to tell a story very briefly
- It is a comparison
- May be a complex reflection or a summary



Summaries

- Organize the client's experience
- Reflect and highlight Change Talk
- Set up for a key question
- Finish topics before moving on



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Core Skills of Motivational Interviewing: OARS

Open-ended questions

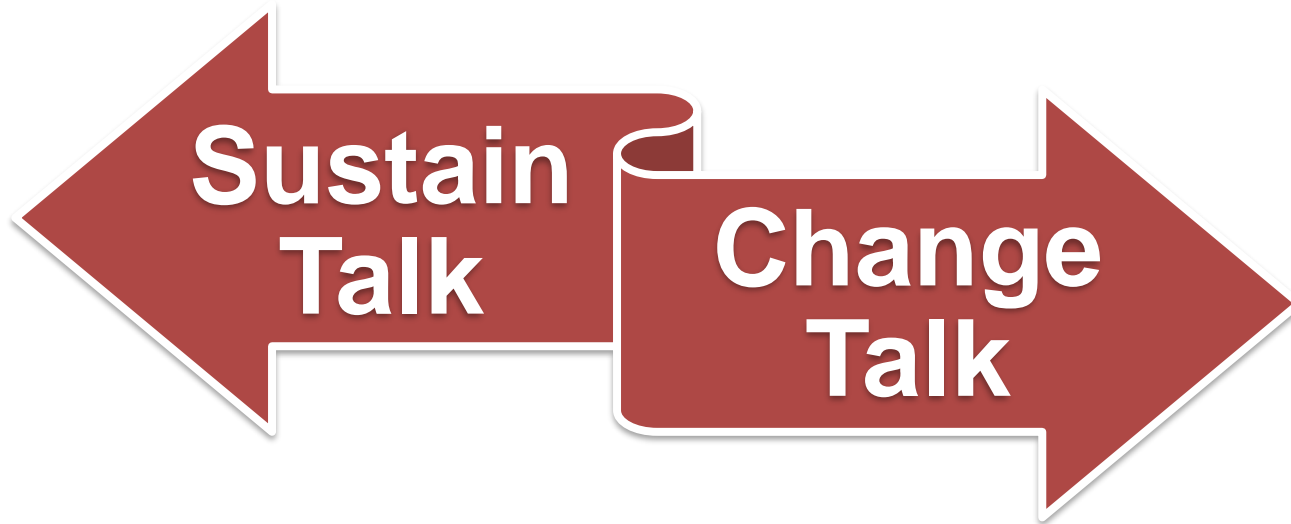
Affirmations

Reflections

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Ambivalence about change is natural.



Change Talk = statements related to desire, ability, or need to change.



Questions

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