

Motivational Interviewing for LTSS Providers

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WELCOME

Introductions

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Introduction to Motivational Interviewing

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Training Objectives

- Understand the use and purpose of Motivational Interviewing
- Develop knowledge about the key concepts of the collaborative conversation style
- Identify the stages of change
- Learn how to apply skills in your work



"Motivational interviewing
is a collaborative
conversation style for
strengthening a person's
own motivation and
commitment to change"
(Miller & Rollnick, 2013
p.12)



A Collaborative Conversation Style

Miller & Rollnick, 2013

The Spirit of
MI

The Four
Processes

OARS

Agenda
Mapping

E-P-E

Change Talk

Developing
Discrepancy

Responding
to Discord

History of Motivational Interviewing

Developed in the 1980s by
William Miller to treat
Substance Use Disorder

William Miller & Stephen
Rollnick wrote the first
edition of Motivational
Interviewing in 1991



Motivational Interviewing Currently Used in the Following Fields:

Education

Healthcare Professionals

Coaching

Physical Fitness

Youth Services

Leadership



Why use Motivational Interviewing?

Accompany
Assist
Elicit
Encourage
Support



Supportive Conversation



Motivation is not done “to” someone.

“Motivational Interviewing is done “for” and “with” someone.” (Miller and Rollnick, 2013, p15)

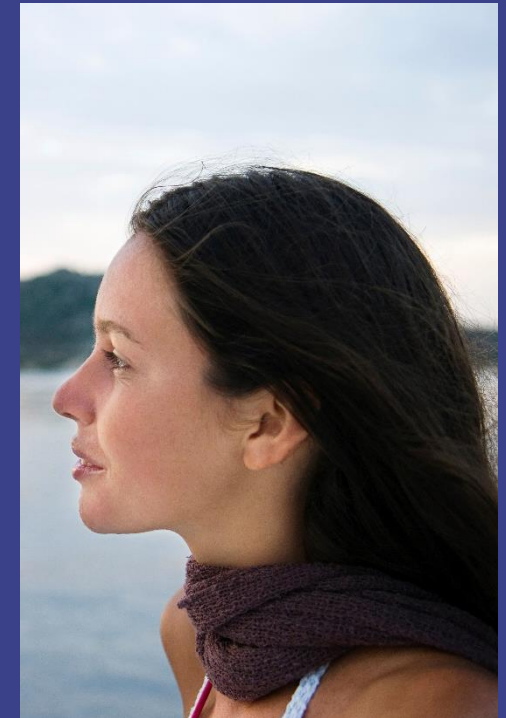
Being Comfortable with Ambivalence



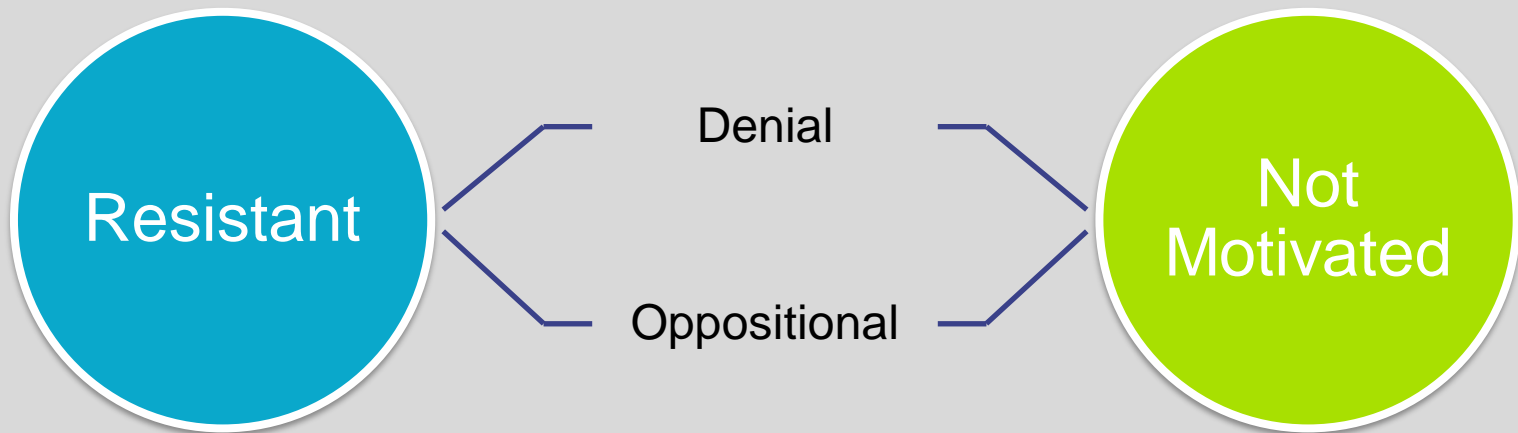
What Happens When the Helper Argues for Change?



Anger
Defensive
Uncomfortable
Powerless



Pathologizing Behavior



Being Comfortable with Ambivalence



- ✓ Engaged
- ✓ Empowered
 - ✓ Open
- ✓ Understood

The Monty Roberts Approach – Join Up



Roberts, 2013

Creating Buy-In

MI is not about tricking people.



Helpers Want to Help

▶ The Righting Reflex



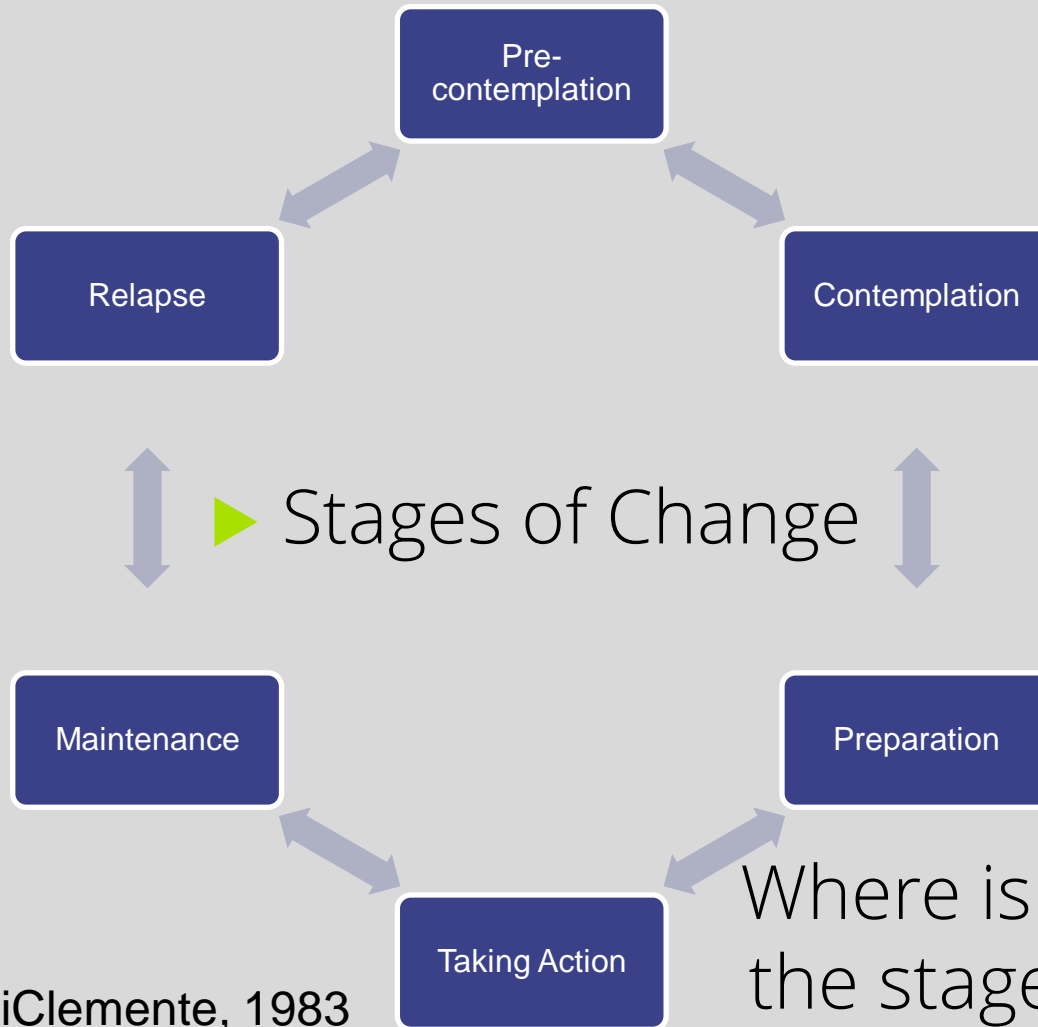
How to use Motivational Interviewing?

- Health and Disability (HD) Waiver.
- AIDS/HIV (AH) Waiver.
- Habilitation Services
- Elderly (E) Waiver.
- Intellectual Disability (ID) Waiver.
- Brain Injury (BI) Waiver.
- Physical Disability (PD) Waiver.
- Children's Mental Health (CMH) Waiver.

Iowa Department of Human Services.
(2022). *Home- and Community-Based
Services (HCBS) Waiver Program*.
Retrieved April 12, 2022, from
[https://dhs.iowa.gov/ime/members/medicaid
-a-to-z/hcbs/waivers](https://dhs.iowa.gov/ime/members/medicaid-a-to-z/hcbs/waivers)



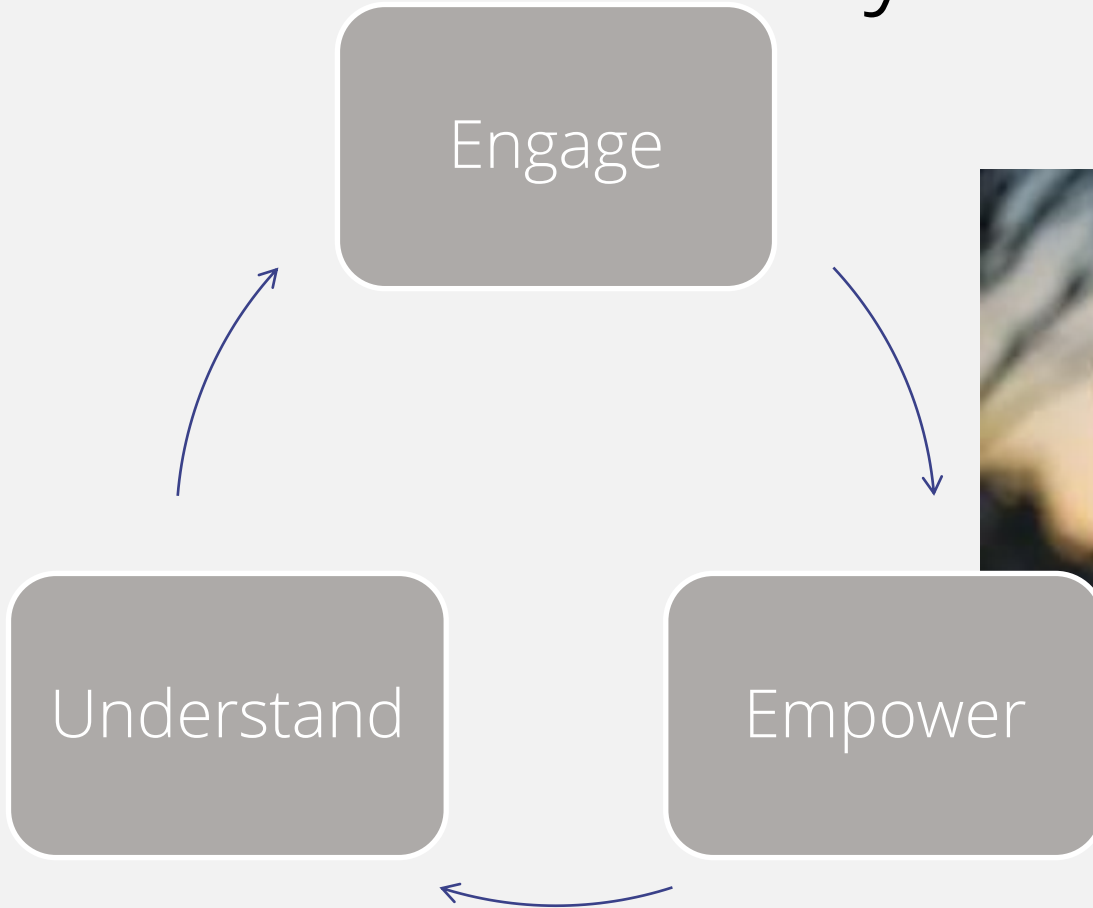
Transtheoretical Change Model



Where is your client in the stages of change?

Prochaska and DiClemente, 1983

A Collaborative Conversation Style



Collaborative Conversations

The Five Questions

- 1. Why would you want to make this change?*
- 2. How might you go about it in order to succeed?*
- 3. What are the three best reasons to do it?*
- 4. How important is it for you to make this change? Why?*
- 5. So what do you think you will do?*





Agenda Mapping

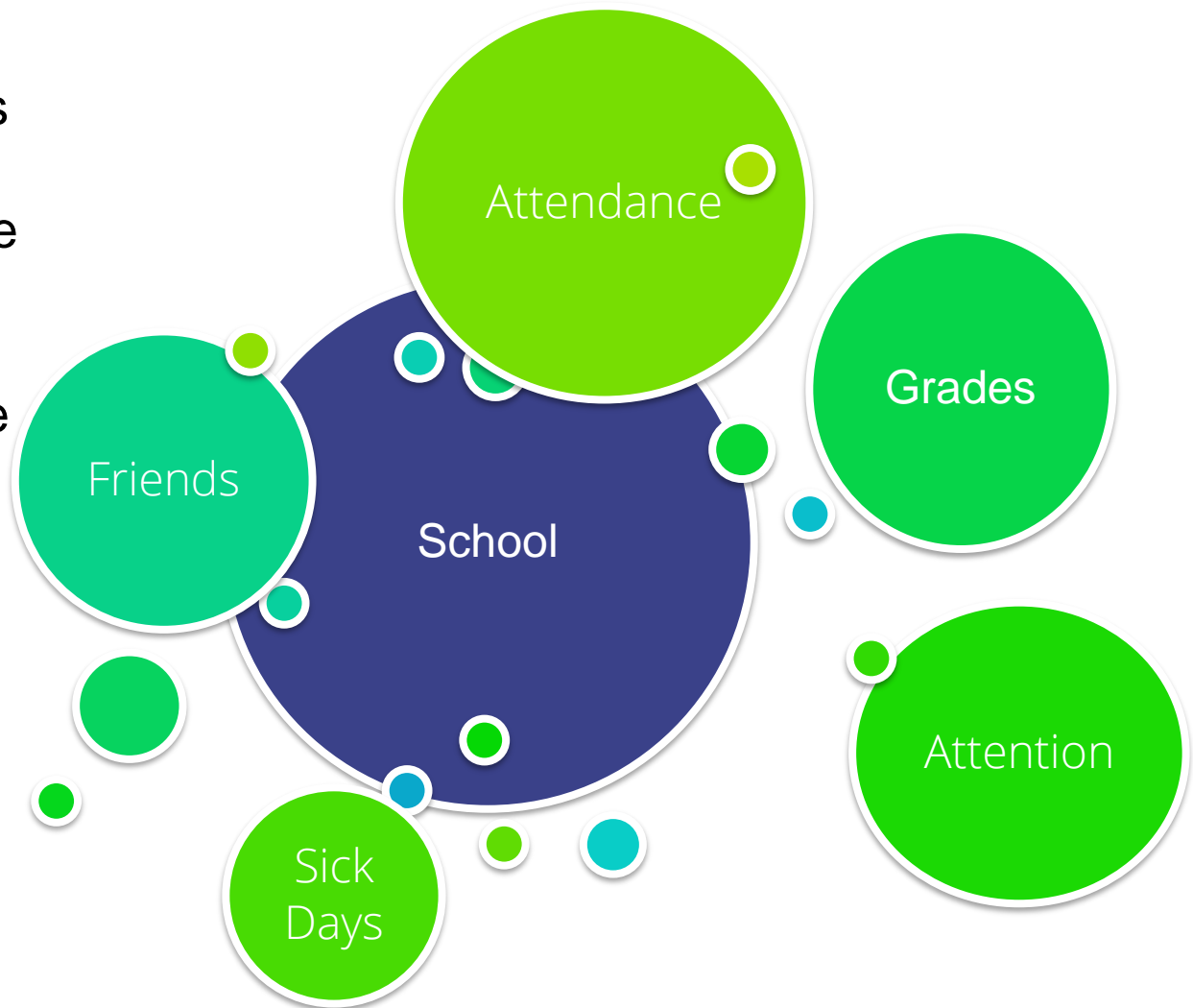
Considering options to discuss during the conversation.

- ✓ Client needs
- ✓ SDoH Crisis
- ✓ Assessments
- ✓ Screenings

Agenda Mapping Bubble Sheet

- Draw 6-10 bubbles
- Each of you can include items in the bubbles.
- Decide together which ones are the priority to discuss.

Miller & Rollnick, 2013



Examples of Agenda Mapping



I need to complete this screening tool during our conversation today. Is there anything on your mind to talk about today?

Last time we talked about your grades at school. We could check in on how that is going, or is there something else you would like to talk about?

Your goal last time was to go to school everyday, and you don't want to focus on that anymore. We could talk about your grades, or how you are paying attention in class, or something else. What do you think?

Practice Agenda Mapping in the Chat

How would you
change your
approach to working
with clients by using
agenda mapping?





Resources:

Motivational Interviewing 3rd Edition by Miller and Rollnick

Monty Roberts Videos

- <https://www.youtube.com/watch?v=glZWiw5liZA>

QUESTIONS?



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References

- ▶ Iowa Department of Human Services. (2022). *Home- and Community-Based Services (HCBS) Waiver Program*. Retrieved April 12, 2022, from <https://dhs.iowa.gov/ime/members/medicaid-a-to-z/hcbs/waivers>
- ▶ Miller, W. R., & Rollnick, S. (2013). *Motivational interviewing: helping people change*. New York: The Guilford Press.
- ▶ Prochaska, J. O., & DiClemente, C. C. (1983). Stages and processes of self-change of smoking: Toward an integrative model of change. *Journal of Consulting and Clinical Psychology, 51*(3), 390–395. <https://doi.org/10.1037/0022-006X.51.3.390>
- ▶ Roberts, M. (2013, March 8). *Watch Monty Roberts put first saddle, bridle and rider up in 30 minutes on ... - youtube*. www.montyroberts.com. Retrieved April 12, 2022, from <https://www.youtube.com/watch?v=gIZWiw5liZA>



A Collaborative Presentation between

Thriving Hope Consulting
&
DreamWeaver Tailored
Clinical-based Frameworks