



MidAtlantic AIDS Education and Training Center

Key Concepts in Motivational Interviewing

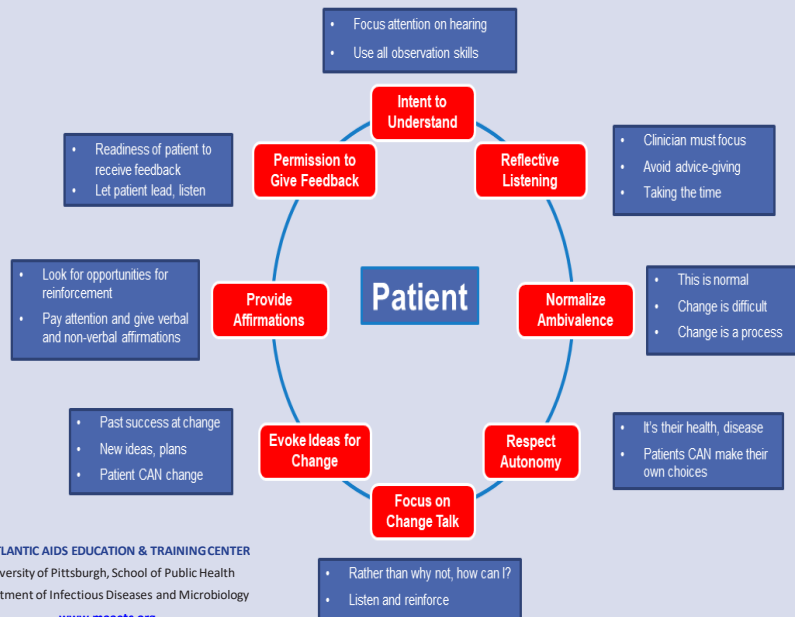


Embark on an evidence-driven journey towards better health. Use this adherence card to assess your engagement and motivational interviewing (MI) skills during interactions, aiding you in optimizing MI-consistent practices.

Eliciting and Strengthening Motivation for Change

- MI is a collaborative, goal-oriented style of communication with particular attention to the language of change.
- MI is an established and empirically validated practice for a wide range of culturally diverse populations and target behaviors.
- MI is based on the foundational belief that change is possible.
- MI helps clients who may not be ready to change to explore and resolve their ambivalence about making a change.
- MI aims to strengthen client motivation and commitment to a change goal by exploring their own reasons for change in an atmosphere of acceptance and compassion.
- MI takes practice and supervision to develop the skills to utilize this model of intervention by members of the health care team.
- MI empowers clients to identify approaches to make changes with a focus on supporting autonomy and strengthening their belief that change is within their own reach (self-efficacy).

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HRSA, HIV/AIDS Bureau, Office of Program Support
Grant No. TR7HA53201-01-00, Last Modified: November 2024

L. Frank, 2021; Douaihy, Kelly, & Gold, 2023
Updated 2024

Core Tenets of Motivational Interviewing

PACE: The Spirit of MI

Partnership	Effective partnership between provider and client enhances communication. When the provider demonstrates empathy and a sincere interest in the client's viewpoint, the client feels more comfortable expressing concerns. This collaborative approach allows the provider to subtly guide the conversation while empowering the client to lead it.
Acceptance	Showing respect and validating the client's thoughts and feelings signifies the provider's commitment to understanding their perspective and worries. Employing MI's components of acceptance: recognize inherent worth, offer genuine empathy, support autonomy, and affirm decisions can better connect with and appreciate the clients' circumstances and choices.
Compassion	Refers to the provider actively advocating for the client's well-being and prioritizing their needs.
Empowerment	MI recognizes that the clients are the experts on their own life and the role of the practitioner is to empower them to tap into their own internal strengths and wisdom and resources for change. This is accomplished by fostering a relatedness of choice.

4 Tasks of Motivational Interviewing

These processes assist practitioners in structuring a clinical session with their clients and offering detailed guidance as described below.

Engaging: Establishing a relational foundation
Focusing: Clarifying goals and objectives for change
Evoking: Applying MI core skills and strategies to facilitate specific changes
Planning: Formulating strategies for behavior change

Take Home Messages

MI is an effective technique that can be effectively deployed in all stages of client care, particularly initial visits.

- Client motivation is pivotal for fostering change.
- MI emphasizes enhancing intrinsic motivation, particularly beneficial in the early stages of change, distinguishing it from approaches like contingency management, which rely on extrinsic motivators.
- Reflecting clients' aspirations and values rather than focusing solely on the negative consequences is crucial for raising awareness and fostering internal motivation for change.
- Current MI practice centers on eliciting change talk and bolstering the client's dedication to change based on fundamental principles.
- Counseling techniques utilizing MI can be short and brief; it does not have to be a drawn-out process.

4 Critical Skills in Motivational Interviewing

OARS and Examples in Practice

Open-ended questions	"What have you noticed after taking your medication?" "How would you like things to be different?" "Tell me more about that."
Affirmations	"I appreciate you being so honest with me." "That's a good suggestion." "You did the best you could, and I am sure you learned a lot from that experience."
Reflections	"You are not sure how anyone can help." "I understand you are feeling overwhelmed."
Summarize	"It sounds like receiving an HIV diagnosis has been overwhelming for you, with uncertainties about your health and future. But you're also committed to learning about HIV management and taking proactive steps to stay healthy. You're navigating a challenging situation with determination and a focus on staying informed."

References

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- Douaihy, A., Kelly, T. M., & Gold, M. A. (Eds.). (2023). *Motivational interviewing: A guide for medical trainees* (2nd ed.). Oxford University Press.