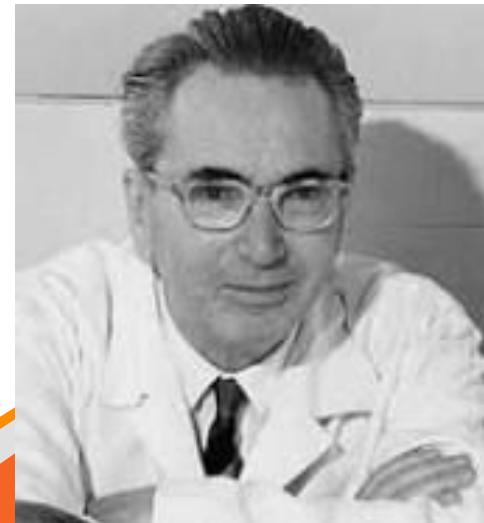


Think Good/ Viktor Frankl Coaching Program

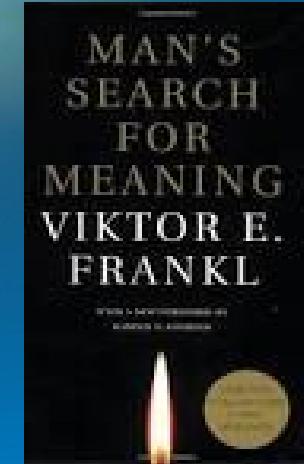
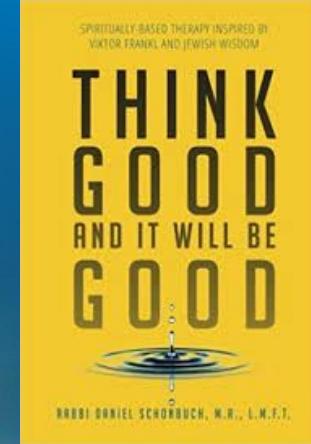
Week 7

With Rabbi Daniel
Schonbuch, LMFT



Week 7

- Motivational Interviewing (MI)
- Application
- Role Play



Motivational Interviewing

Motivational interviewing is a counseling method that helps people resolve ambivalent feelings and insecurities to find the internal motivation they need to change their behavior.

It is a practical, empathetic, and short-term process that takes into consideration how difficult it is to make life changes.



William Miller and
Stephen Rolnick

Stages of Changes

Stage	Characteristic	Your Goal
Pre-contemplation	No intention to change behavior. Unaware or under-aware of problems	To get patient to consider they have a problem
Contemplation	Aware of the problem & seriously considering a change, but no commitment to take action	To raise awareness of problem by observation of behavior
Preparation	Patient intends to change and makes small behavioral changes	To encourage these steps and support change process; Commit to make change a top priority
Action	Patient decides to take decisive action to change	To make action plan suggestions, reinforce changes, provide support and guidance
Maintenance	Work to prevent relapse and consolidate gains	To support continued change and help with relapse prevention

5 Principles of MI

- Express empathy through reflective listening.
- Develop discrepancy between clients' goals or values and their current behavior.
- Avoid argument and direct confrontation.
- Adjust to client resistance rather than opposing it directly.
- Support self-efficacy and optimism.



Miller



Uses of MI



- Brief intervention for behavior change
- Substance dependence
- Health coaching
- Mental disorder
- Problem gambling
- Dual diagnosis
- Classroom management
- Parenting
- Coaching

Empathy

- Communicates respect for and acceptance of clients and their feelings
- Encourages a nonjudgmental, collaborative relationship
- Allows you to be a supportive and knowledgeable consultant
- Sincerely compliments rather than denigrates
- Listens rather than tells
- Gently persuades, with the understanding that the decision to change is the client's

Discrepancy

- Motivation for change is enhanced when clients perceive discrepancies between their current situation and their hopes for the future.
- Your task is to help focus your client's attention on how current behavior differs from ideal or desired behavior.
- Discrepancy is initially highlighted by raising your client's awareness of the negative personal, familial, or community consequences of a problem behavior and helping them confront the substance use that contributed to the consequences.
- Although helping a client perceive discrepancy can be difficult, carefully chosen and strategic reflecting can underscore incongruities.

Discrepancy

- How does your (lack of a GED/using drugs/alcohol/peers/weight loss) fit in with your goals?
- On one hand you say your (Health/Children/Financial Security) are important to you, however, you continue to (Drink/Use Drugs/get arrested), help me to understand....
- What do you feel you need to change to obtain your goals?
- How is being unemployed working for you? And/or your family?
- How will things be for you a year from now if you continue to _____?
- Hypothetically speaking, if you were to make a change in any area of your life, what would it be?



Columbo Approach. Not this Columbo.



- Developing awareness of consequences helps clients examine their behavior.
- A discrepancy between present behavior and important goals motivates change.
- The client should present the arguments for change.

Columbo Approach Demo

- I.e. Substance use might conflict with the client's personal identity and values;
- It might conflict with the values of the larger community; it might conflict with spiritual or religious beliefs;
- Or it might conflict with the values of the client's family members.

Columbo Approach



A photograph of a lake scene. In the foreground, a man in an orange shirt and a woman in a white tank top are in a blue wooden rowboat. The boat has the number "34" on its bow. They are facing each other, engaged in conversation. A pink buoy floats in the water to the left of the boat. In the background, a long shoreline is visible with many people sitting on the grass under trees. The water is a clear blue.

OARS

O = Open Questions

A = Affirmations

R = Reflective Listening

S = Summarizing

See Handout

.DEARS

- Develop Discrepancy
- Empathize
- Avoid Arguments
- Roll with Resistance
- Support Self-efficacy

See Handout



Advanced Techniques

- Simple reflection
- Amplified reflection
- Shifting focus
- Agreement with a twist
- Reframing
- Rolling With Resistance
- Siding with the negative

See Handout

Simple Reflection

The simplest approach to responding to resistance is with nonresistance, by repeating the client's statement in a neutral form. This acknowledges and validates what the client has said and can elicit an opposite response.

Client: I don't plan to quit drinking anytime soon.

Clinician: You don't think that abstinence would work for you right now.



Amplified Reflection

Another strategy is to reflect the client's statement in an exaggerated form--to state it in a more extreme way but without sarcasm. This can move the client toward positive change rather than resistance.

Client: I don't know why my wife is worried about this.
I don't drink any more than any of my friends.

Clinician: So your wife is worrying needlessly.



Shifting Focus

You can defuse resistance by helping the client shift focus away from obstacles and barriers. This method offers an opportunity to affirm your client's personal choice regarding the conduct of his own life.

Client: I can't stop smoking reefer when all my friends are doing it.

Clinician: You're way ahead of me. We're still exploring your concerns about whether you can get into college. We're not ready yet to decide how marijuana fits into your goals.

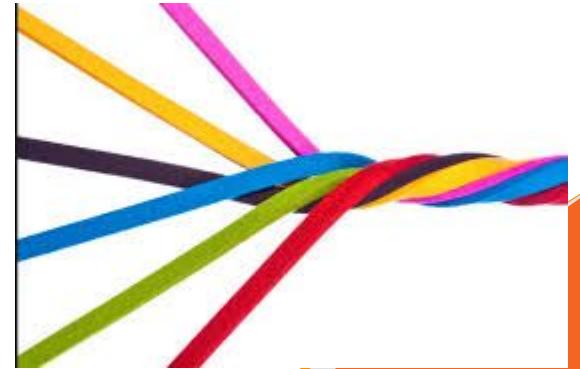


Agreement with a Twist

A subtle strategy is to agree with the client, but with a slight twist or change of direction that propels the discussion forward.

Client: Why are you and my wife so stuck on my drinking? What about all her problems? You'd drink, too, if your family were nagging you all the time.

Clinician: You've got a good point there, and that's important. There is a bigger picture here, and maybe I haven't been paying enough attention to that. It's not as simple as one person's drinking. I agree with you that we shouldn't be trying to place blame here. Drinking problems like these do involve the whole family.



Reframing

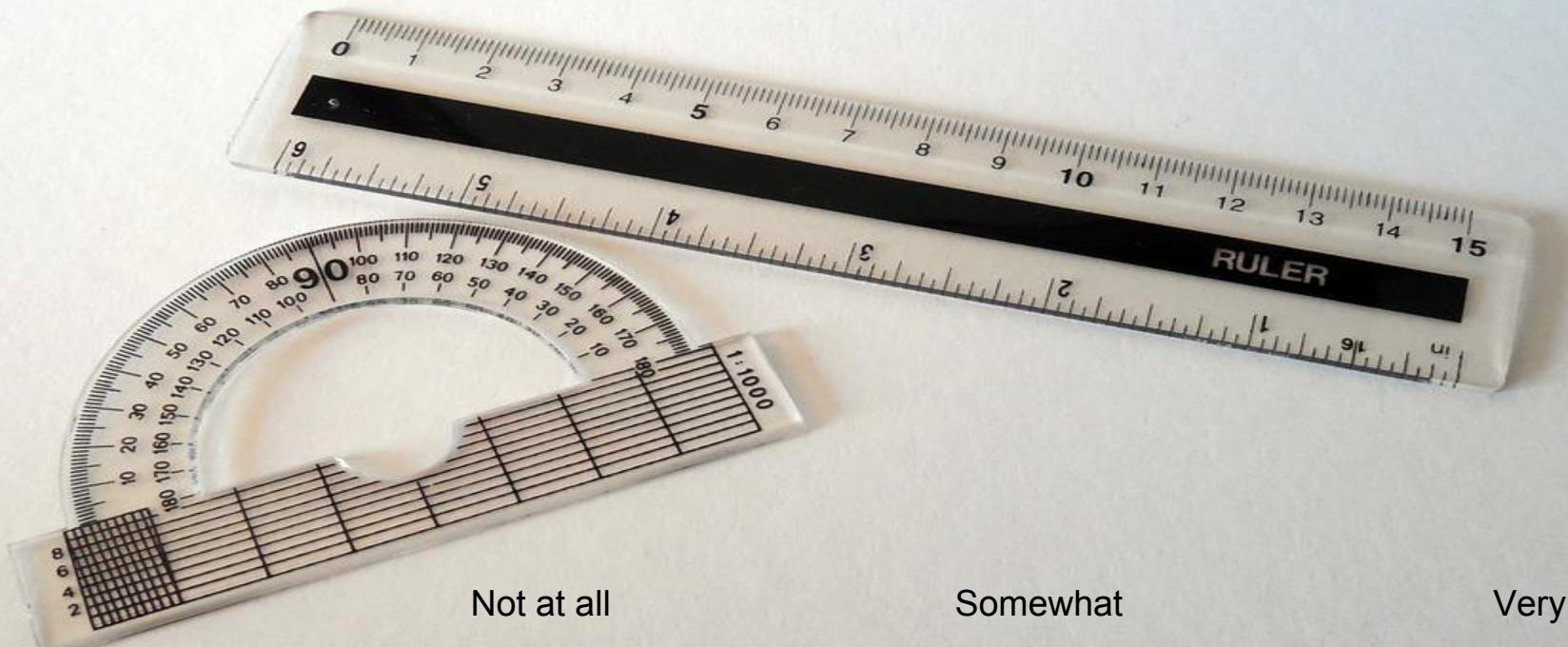
A good strategy to use when a client denies personal problems is reframing--offering a new and positive interpretation of negative information provided by the client. Reframing "acknowledges the validity of the client's raw observations, but offers a new meaning...for them"

Client: My husband is always nagging me about my drinking--always calling me an alcoholic. It really bugs me.

Clinician: It sounds like he really cares about you and is concerned, although he expresses it in a way that makes you angry. Maybe we can help him learn how to tell you he loves you and is worried about you in a more positive and acceptable way.



Scaling



See Handout

Decisional Balance

	Changing	Not Changing
Benefits of	<ul style="list-style-type: none">• Increased control over my life• Support from family and friends• Decreased job problems• Improved health and finances	<ul style="list-style-type: none">• More relaxed• More fun at parties• Don't have to think about my problems
Costs of	<ul style="list-style-type: none">• Increased stress/anxiety• Feel more depressed• Increased boredom• Sleep problems	<ul style="list-style-type: none">• Disapproval from friends/family• Money problems• Damage close relationships• Increased health risks

DECISION TO CHANGE EXERCISE: IT'S YOUR TURN

Fill in the costs and benefits of changing and of not changing. Compare them, and ask yourself **are the costs worth it?**

Changing

Not Changing

Benefits of

Costs of

See Handout

MI for Addiction



Resistance



Practice Time



MI - Intake
10 Minutes each person