

## Motivational Interviewing & Coaching

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## Persuade

- Explain why the person should make the change
- Give the benefits for making the change
- Tell the person how to make the change
- Emphasize the importance of making the change
- Tell the person to do it!

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## Just A Taste of MI

Think about a change that you are considering.

- Why would you want to make this change?
- If you did decide to make this change, how might you go about it in order to succeed?
- What are the three best reasons for you to do it?
- How important would you say it is for you to make this change, on a scale from 0 to 10?

So what do you think you'll do?

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## Developing Values Discrepancy: Probes

- How, if at all, does your *current* behavior affect your ability to achieve these goals or live out any or all of these values?
- How, if at all, would *changing this behavior* affect your ability to achieve these goals or live out any or all of these values?

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## Open Ended Starters

<u>Open</u>	vs.	<u>Closed</u>
To what extent....		Did You..?
How Often..		Will You..?
Why....		Can You..?
Tell me about.....		Is it...?
Help me understand.....		
What, if any,.....		
What else.....		

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## Affirm

- Purpose
  - Supports self-efficacy
  - Acknowledges difficulty in changing
  - Validates thoughts and feelings
  - Increases the client's confidence to take action and change behavior
    - Affirm a thought, belief or behavior rather than "You are so great!"

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## Listening for Change Talk: “The Golden Nugget”

- Desire: *“I want a longer life than my grandfather”*
- Ability: *“I can cut down my portions as long as I don’t have to give it up altogether.”*
- Reasons: *“It would be good to get back to tennis.”*
- Need: *“I need to lose some weight .”*
- Commitment: *“I will bring my own lunch to work.”*
- Taking steps: *“I enjoy the whole wheat pasta and it fills me more so I eat less.”*

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## Strategies for Eliciting and Strengthening Change Talk

- Ask Guiding Questions
  - What would make you want to follow this diet?
- Look back
  - How were things better or different
- Look forward
  - What do you think would happen if you continue...
  - If you made this change, what would be different in your life in 5 years
- Query extremes
  - What is the worst/best that would happen?

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## Strategies for Eliciting and Strengthening Change Talk

- Ask for elaboration
  - ...in what ways?
- Ask for examples
  - When was the last time that happened?
  - Can you give me an example?
- Use the Ruler
- Explore, Affirm, Reflect, Summarize (EARS)
- Nod or make approving facial expressions

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## The Power of the Question

- What’s the biggest problem here?
- Why did I have to be born in such a troubled family?
- Why do you blow it so often?
- Why do we still have those problems?
- What possibilities exist that we have not thought about yet?
- What’s the smallest change that could make the biggest impact?
- What solutions would have us both win?
- What makes my questions inspiring, energizing, and mobilizing?

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## MI & Coaching in Practice

- Blueprint beginnings
  - Non-verbals and introduction
  - Reason for coming
  - Hopes for meeting
  - Rate importance
- Blueprint endings
  - What did you get out of this session today?
  - Ask about a return visit
    - “What are your thoughts about scheduling another appointment?”
  - Ask, don’t tell someone to keep a food record
    - How do you feel about keeping a food record?

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## MI Prayer

### MI Preparation Prayer

*Guide me to be a patient companion  
To listen with a heart as open as the sky  
Grant me vision to see through her eyes  
And eager ears to hear her story  
Create a safe and open mesa on which we may walk together  
Make me a clear pool in which she may reflect  
Guide me to find in her your beauty and wisdom  
Knowing your desire for her to be in harmony – healthy, loving,  
strong  
Let me honor and respect her choosing of her own path  
And bless her to walk it freely  
May I know once again that although she and I are different  
Yet there is a peaceful place where we are one*

Bill Miller

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