

Project ECHO

Motivational Interviewing (MI) in Tobacco Cessation: A Brief Overview – (Part Six) Summaries

Based upon the work of William Miller, Ph.D. & Stephen Rollnick, Ph.D.

Mark Evans, MSW, LCSW, CTTS

Member, Motivational Interviewing Network of Trainers (MINT)



OARS - Core Interviewing Skills in MI



Miller, William R. and Stephen Rollnick. *Motivational Interviewing: Helping People Change*. Third Edition. New York: The Guildford Press. 2013

OARS - Core Interviewing Skills in MI

O – Open-Ended Questions

A – Affirmations

R – Reflections

S – Summaries



Miller, William R. and Stephen Rollnick. Motivational Interviewing: Helping People Change. Third Edition. New York: The Guildford Press. 2013

SUMMARIZING

- Pull together several things that a person has told you.
- Affirming
- Actually serve several functions.



Miller, William R. and Stephen Rollnick. *Motivational Interviewing: Helping People Change*. Third Edition. New York: The Guildford Press. 2013
Truax, C.B. & Carkhuff, R.R. Reinforcement and non-reinforcement in Rogerian psychotherapy. *Journal of Abnormal Psychology*, 71, 1-9.

Summaries

- *Collect* material that has been offered
 - *So far you've expressed concern about your children, getting a job, and finding a safer place to live.*



Miller, William R. and Stephen Rollnick. *Motivational Interviewing: Helping People Change*. Third Edition. New York: The Guildford Press. 2013

Summaries

- *Link* something just said with something discussed earlier.
 - *That sounds a bit like what you told me about that lonely feeling you get when...*



Miller, William R. and Stephen Rollnick. *Motivational Interviewing: Helping People Change*. Third Edition. New York: The Guildford Press. 2013

Summaries

(continued)

- Draw together what has happened and *transition* to a new task
 - *Before I ask you the questions I mentioned earlier, may I summarize what you've told me so far, and see if I've missed anything important. You came in because you were feeling really sick, and it scared you .*



Miller, William R. and Stephen Rollnick. *Motivational Interviewing: Helping People Change*. Third Edition. New York: The Guildford Press. 2013

Summaries

(continued)

- May also be a form of affirming.
- A form of **reflecting**. Be selective!
- How are summaries different from reflections?

Miller, William R. and Stephen Rollnick. Motivational Interviewing: Helping People Change. Third Edition. New York: The Guildford Press. 2013

Summary of Ambivalence

Miller, William R. and Stephen Rollnick. *Motivational Interviewing: Helping People Change*. Third Edition. New York: The Guildford Press. 2013

Rules of Thumb - Summaries

- Don't have to include every detail!!
- Summaries function as a *bouquet* that you give back to your clients – but YOU choose the flowers:
 - That's how summaries can be directive.
 - Goal of moving the person in a certain direction.
 - Therefore we should be selective about what we choose to include in a summary.

Rules of Thumb – Summaries

(continued)

- Can allow you to change directions.
- Important to ask follow-up question of clarification after you provide a summary.

A Bouquet....



A Sneak Preview...where do we go from here OARS?

The OARS

Open-Ended Questions

Affirmations

Reflections

Summaries




Bring this “handout” to next MI ECHO Session!

Motivational Interviewing (MI) QUICK REFERENCE GUIDE

What is Motivational Interviewing (MI)?

- 1) MI is a particular kind of conversation about change (counseling, therapy, consultation, method of communication).
- 2) MI is collaborative. It is a person-centered partnership, honors autonomy, not expert-recipient. Responsibility for change is left with the client. The client is the expert on her/his own life. It respects the autonomy of the client.
- 3) MI is evocative. It seeks to call forth the person's own motivation and commitment.
- 4) MI is compassionate. The needs of the client are primary.



THREE DEFINITIONS OF MI (2013, 3rd Edition)

LAYPERSON: Motivational Interviewing is a collaborative conversation style for strengthening a person's own motivation and commitment to change.

PRAGMATIC PRACTITIONER: Motivational Interviewing is a person-centered counseling style for addressing the common problem of ambivalence about change.

TECHNICAL THERAPIST: 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.

THE PROCESS OF MI (2013, 3rd edition)

Engage: the process by which both parties establish a helpful connection and a working relationship.

Focus: the process by which you develop and maintain a specific direction in the conversation.

Evoke: having the person voice the arguments for change.

Plan: involves both developing commitment to change and formulating a concrete plan of action.

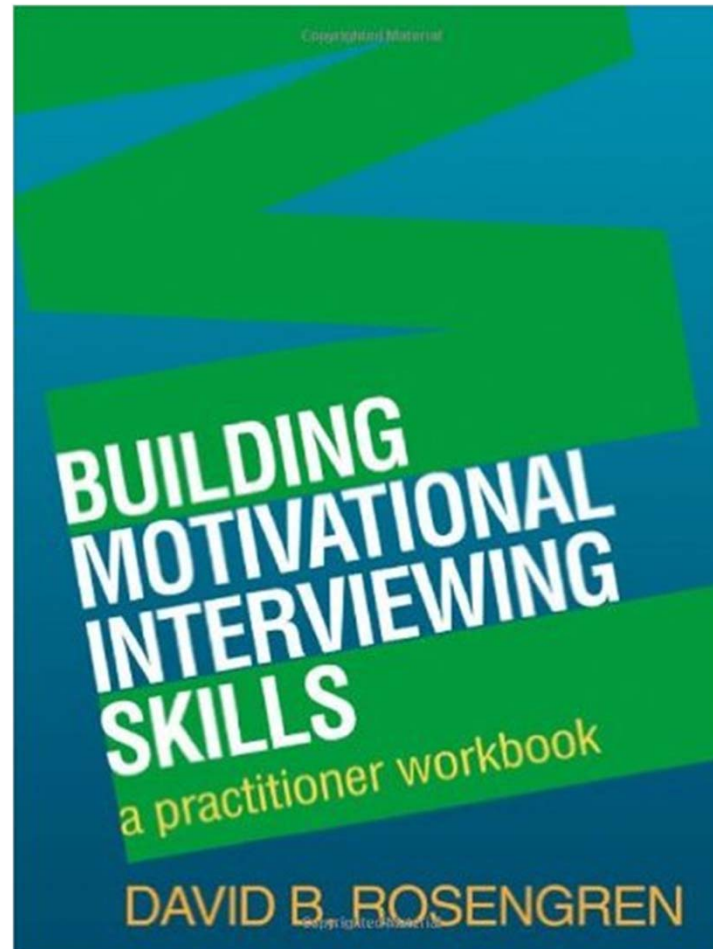
RULERS are used to address Sustain Talk/Evoke Change Talk/Gauge Motivation:

Importance	1	2	3	4	5	6	7	8	9	10
Confidence										
Readiness (Willingness)										

"On a scale of 0/1-10, with 10 being the high end of the scale, how (important) is it for you to quit smoking/stay quit from smoking? How confident are you...? How ready are you...? Why a ____ and not a ____ (lower #)?"

TAKING
TEXAS
TOBACCO FREE

Recommended



Acknowledgements/References

Unless otherwise noted, the materials in this presentation are from/adapted from the following publications/individuals/organizations:

Miller, WR and Rollnick, S. *Motivational Interviewing. Helping People Change*. New York: The Guilford Press. 2013. Third Edition.

The Motivational Interviewing Network of Trainers (MINT), including and especially the following individuals: Patricia Figueroa, M.Ed., Lorraine Reitzel, Ph.D., Nanette Stephens, Ph.D., Stephen Malcolm-Berg-Smith, MA, Theresa Moyers, Ph.D., and William Miller, Ph.D. for training, mentoring, and sharing of materials.

The Motivational Interviewing website: <http://www.motivationalinterviewing.org/>

Special thanks to:

Paul Cinciripini, Ph.D., Janice Blalock, Ph.D., Maher, Karam-Hage, MD, David Wetter, Ph.D. and Diane Beneventi, Ph.D., for training opportunities, encouragement and support for training.