

Project TEACH

Motivational Interviewing (MI): A Brief Overview – Part 7

Four OARS - Putting it Together

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

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OARS - Core Interviewing Skills in MI



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

OARS - Core Interviewing Skills in MI

O - Open-Ended Questions

A - Affirmations

R - Reflections

S - Summaries



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

MI Quick Reference Guide

(Mark Evans, LCSW & Patricia Figueroa, revised 2014 with thanks to Lorraine Reitzel, Ph.D. Please do not reproduce without proper attribution)

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, and supports client. 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 THERAPEUTIC: 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 #)?"

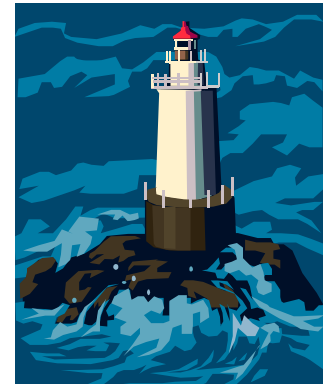
TAKING
TEXAS
TOBACCO FREE



- Our [open-ended] questions typically have a “direction.”
- Affirmations do not reinforce all behavior.
- We don’t reflect everything we hear.
- We don’t summarize everything we hear.

MI is GUIDING.

MI is selective



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

Putting It Together

OARS Exercise

Either the facilitator (Mark or Diane), or a volunteer from the audience will play the client. Don't be the client from Hades, but do attempt to make it realistic. Mark or another facilitator will play the counselor. 😊

CLIENT: Something about yourself that you want to/should change, **but haven't yet. Something you feel comfortable sharing with others and with being placed on the internet.**

or

Role play the target behavior (in this case, tobacco cessation).

Counselor: Use only OARS:

- Open Ended Questions
- Affirmations (behaviors not ideas—use sparingly)
- Reflections
- Summaries

Putting It Together (based upon material from the Motivational Interviewing Network of Trainers [MINT] Training Manual 2008)

Questions for Beginners (and Experienced MI Professionals)

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 for you to do it?
4. What have you learned from any past attempts/what have you tried before?
5. What do you think you'll do?

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DEBRIEF

Let's share responses

How was this exercise for you as the counselor?

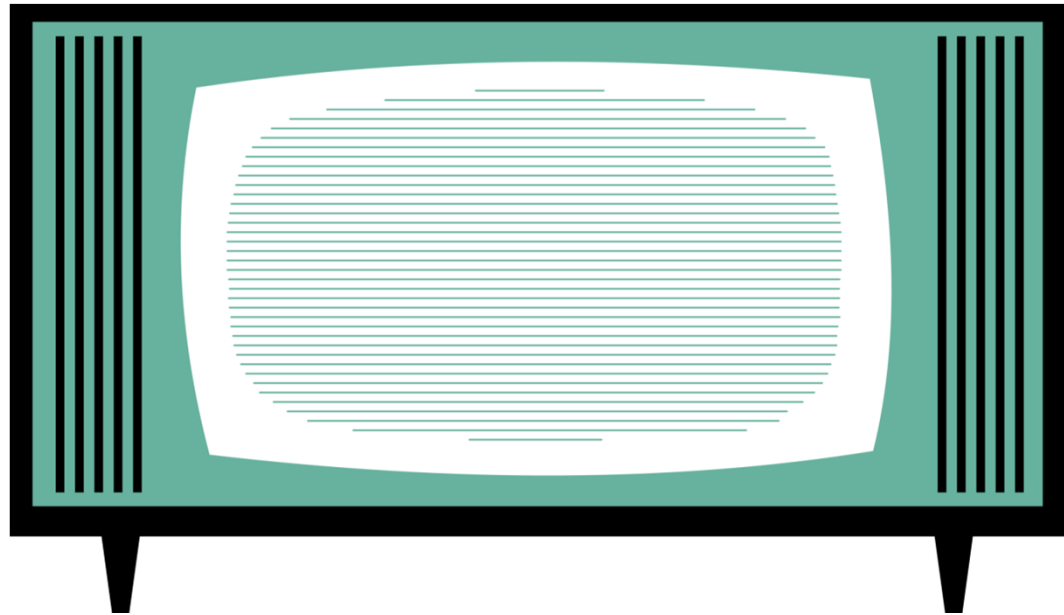
What was most difficult?

Easiest?

Comments?

Client: how did it feel for you?

**MOVING TOWARD CHANGE TALK/SUSTAIN
TALK - to be continued....**



To Be Continued....Internal vs. External
Motivation; the Rulers....Same Time, Same
Channel...

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.

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

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