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

O – Open-Ended Questions
A – Affirmations
R – Reflections
S – Summaries

SUMMARIZING

• Pull together several things that a person has told you.

• Affirming

• Actually serve several functions.

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.

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...*
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.
Summaries (continued)

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

Summary of Ambivalence
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
Motivational Interviewing (MI)
QUICK REFERENCE GUIDE

What is Motivational Interviewing (MI)?
1. MI is a particular kind of conversation about change (e.g., smoking, therapy, consultation, method of communication).
2. MI is a person-centered partnership, not a confrontational interview. The client is the expert on his or her own life. It respects the autonomy of the client.
3. MI is evocative. It is used to elicit the person’s own motivation and commitment.
4. MI is compassionate. It involves the client.

THREE DEFINITIONS OF MI (2013, 3rd Edition)

1. MI is a collaborative, goal-directed method of communication with particular attention to the language of change. It is a collaborative way to strengthen personal motivation for and commitment to a specific goal by defining and exploring the person’s own reasons for change within an atmosphere of acceptance and compassion.

2. MI is an evocative conversation with questions designed to strengthen personal motivation and commitment.

3. MI is a process designed to help people identify and articulate their own reasons for change.


Engage the process by which both partners establish a meaningful connection and a working relationship.

Engage the process by which both partners establish a meaningful connection and a working relationship.

Evolve: helping clients identify the arguments for change.

The Process of MI involves both developing commitment to change and formulating a concrete plan of action.

RULERS are used to address Sustain Talk: Evolve Change Talk: Gauge Motivation.

Importance
Confidence
Readiness (Willingness)

On a scale of 0-10, with 10 being the high end of the scale, how important is it for you to quit smoking/day out from smoking? How confident are you? How ready are you? Why 8 and not a 10 (willing)?
Recommended

BUILDING MOTIVATIONAL INTERVIEWING SKILLS
a practitioner workbook

DAVID B. ROSENGREN
Acknowledgements/References

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


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.