

Motivational Interviewing

Southeast AETC



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AETC Program National Centers and HIV Curriculum

- **National Coordinating Resource Center** – serves as the central web –based repository for AETC Program training and capacity building resources; its website includes a free virtual library with training and technical assistance materials, a program directory, and a calendar of trainings and other events. Learn more: <https://aidsetc.org/>
- **National Clinician Consultation Center** – provides free, peer-to-peer, expert advice for health professionals on HIV prevention, care, and treatment and related topics. Learn more: <https://nccc/ucsf.edu>
- **National HIV Curriculum** – provides ongoing, up –to-date HIV training and information for health professionals through a free, web –based curriculum; also provides free CME credits, CNE contact hours, CE contact hours, and maintenance of certification credits. Learn more: www.hiv.uw.edu

Learning Objectives

- *Learners will be able to explain the four components of the motivational interviewing spirit.*
- *Learners will be able to describe the four core skills of motivational interviewing.*
- *Learners will identify one action step to integrate motivational interviewing into their work.*

Introduction

What is Motivational Interviewing?

“Motivational Interviewing (MI) 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.”

What behaviors would you like to help your clients change?

Purpose

MI promotes behavior change when...

- Ambivalence is high
- Confidence is low
- Desire is low
- Perceived importance is low

Application

MI has been applied to various...

- Behaviors
- Settings
- Populations
- Languages
- Treatment formats

Change Talk

The client's (not the practitioner's) statements about their...

- Desire
- Ability
- Reasons
- Need

...for change.

MI Spirit

PACE

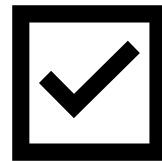
Partnership

“Active collaboration between experts.”



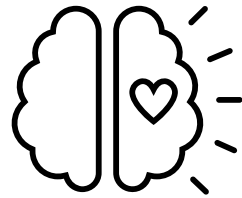
Acceptance

“A nonjudgmental stance, seeks to understand the person’s perspectives and experiences, and respects a person’s right to make informed choices about changing or not changing.”



Compassion

“To actively promote the other’s welfare, to give priority to the other’s needs.”



Evocation

“People already have within them much of what is needed, and your task is to evoke it, to call it forth.”



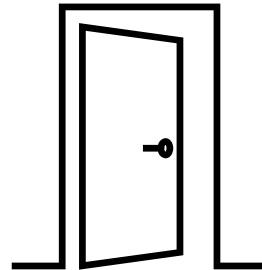
How can you maintain your MI spirit?

Core Skills

OARS

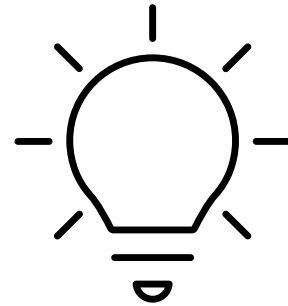
Open Questions

“Questions that invite the person to reflect and elaborate.”



Affirmations

1. Observation of behavior
2. Inference about character



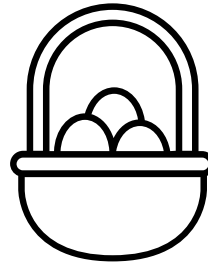
Reflective Listening

Reflection of content or emotion of what was said.



Summaries

“Collect what a person has been saying, offering it back as in a basket.”



Conclusion

- Spirit
 - Partnership
 - Acceptance
 - Compassion
 - Evocation
- Core Skills
 - Open Questions
 - Affirmations
 - Reflective Listening
 - Summaries

Which one will you practice in your work?

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