

Exercise 1: Prepare for MI by Asking yourself a few questions:Engaging:

- How comfortable is this person in talking to me?
- How supportive and helpful am I being?
- Do I understand the person's perspective and concerns?
- How comfortable do I feel in this conversation?
- Does this feel like a collaborative partnership?

Focusing:

- What goals for change does this person really have?
- Do I have different aspirations for change for this person?
- Are we working together for a common purpose? Does it feel that way?
- Do I have a clear sense of where we are going?
- Does this feel more like dancing than wrestling?
- What are the person's own reasons for change?
- Is the reluctance about confidence or importance of change?
- What change talk am I hearing?
- Am I steering too far or too fast?
- Is the "righting reflex" resulting in me arguing for the change?

Exercise 2: Think about your own engagement, then think about engaging patients....**What influences your engagement in a new situation and whether you will return?**

- *Desire or goals*-what are you looking for
- *Importance*-how much of a priority is it
- *Positivity*-did you feel good about the experience? Did you feel welcomed, valued, and respected?
- *Expectations*-What did you think would happen
- *Hope*-Do you believe that it would help you

What have you found to be most helpful in quickly establishing a helping relationship with a patient of mutual trust and respect?

- Why is the person coming? What does he/she want? Ask and listen.
- What is your sense of how important the person's goals may be?
- Be welcoming. Look for what you can genuinely appreciate and positively comment about
- How does the person think you might be able to help?
- Offer hope. Present an honest picture of changes that others have made.

Exercise 3: Practice Empathy Techniques

- Gather a colleague or two to practice with and have each take a role: 1. "Provider" (Person practicing) 2. "Patient" (Person being practiced on) and 3. Observer if you have 3 people.
- Avoid asking questions or giving advice during the exercise. The goal is to practice empathy techniques.
- The "patient" (person being practiced on) thinks of something they are willing to share, that they are having feelings about. This can be an actual patient example or any other example.
- The "provider" (person practicing) responds with non-verbal empathy, and then at least one empathy technique (normalizing, acknowledgment, non-judgement, affirming).
- The observer names the non-verbal and the verbal empathy techniques used.

Exercise 4: Practice Open-ended questions

Do not start open ended questions with ‘Why’; and instead use: ‘What’, ‘How’ and ‘Tell me more about’:

- “Have you had a period of good health before?”
- “What was going on in your life at that time?”
- “How have you made successful changes in the past?”
- “If I had met you then, what would I see you doing?”
- “What else have you been thinking about?”

Practice turning questions into open-ended questions:

Question	Open Ended Revision
Do you want to take this medication?	What are your thoughts about starting this medicine?
Do you have transportation to get you go to your counseling appointment?	
Do you want to quit drinking?	
Do you want to do something about being overweight?	

Exercise 5: Ambivalence

1. What is something you currently feel ambivalent about in your own life? What might your own “change and sustain talk” statements be about this?
2. Which of the four types of ambivalence describes your won dilemma?
 - Approach/Approach - torn between positive choices
 - Avoidance/Avoidance – “lesser of two evils”
 - Approach/Avoidance - “I’m so miserable without you, it’s almost like you’re here” Billy Ray Cyrus lyric
 - Double Approach/Avoidance-both options have powerful positive and negative aspects
3. Where do you think you are with this dilemma at present?

Exercise 6: Review examples of change talk progress and listen to patients to gauge readiness to change:

- Desire: “I want to...”
- Ability: “I can try to...”
- Reasons: “My limitations are..”
- Need: “I really ought to...”
- Commitment: “I will....”
- Action Steps

Review Examples of Motivational Interviewing in Action

- Example of applied MI with a client with depression (13:57 minutes): <https://www.youtube.com/watch?v=3rSt4KIaN8I>
- Example of applied MI with a patient with diabetes (11:39 minutes): <https://www.youtube.com/watch?v=hPp9J8wPxMc>
- Example of applied MI with a client with hypertension (19:24 minutes): <https://www.youtube.com/watch?v=uLhQGFeE5XE>
- Dr. Tom Bodenheimer describes Coaching Patients for Successful Self-Management (4:44 minutes): <http://www.youtube.com/watch?v=g-6Nxp9DBvo&feature=related>

Exercise 7: Practice querying extremes when desire for change seems low:

- “What concerns you most about your high blood pressure in the long run?”
- “Suppose you continue on as you have been, without changing. What do you imagine are the worst things that could happen?”
- “How much do you know about some of the things that can happen if you drink during pregnancy, even if you don’t imagine this happening to you?”

AND

- “What do you think could be the best results if you did make this change?”
- “If you were completely successful in making the changes you want, how would things be different?”
- “Imagine for a minute that you did succeed in _____. What might be some good things that could come out of that?”

Exercise 8: Test your skills

Review the first example and consider what you would do differently. Then review the second example to find out how many of your approaches were used:

- <https://www.youtube.com/watch?v=VlvanBFkvl> Example of a conversation about drinking (3 minutes)
- <https://www.youtube.com/watch?v=6716g1I7Zao> Example of a more effective Patient Conversation about Drinking (9 minutes)

Exercise 9: Practice Linking MI Skills

Maria is a 32-year-old Hispanic woman who has a diagnosis of major depression and diabetes. She complained of feeling tired all the time, trouble sleeping at night and sleeping too much during the day, poor appetite and weight loss, and episodes of shortness of breath. Her PHQ-9 is 18, GAD-7 is 12, blood pressure 125/85 and her BMI is 27. In talking with Maria today, she described a few other concerns including feeling sad a good portion of the time, having periods of tearfulness that she wished she could control, and feeling like it is hard to get out of bed in the morning and she’s anxious at bedtime. She described needing to sleep in the afternoons which makes her feel guilty about her children. She’d like to be able to do more active outings with them. When asked about her sleep, she reported that she drinks coffee throughout the day to try to feel less tired and has a cup with dinner to help her get through the evening routine with her kids.

- What open ended question might you ask Maria?
- Any affirmations?
- Reflect on what she has said and look for any potential change talk (pick the flowers and leave the weeds)
- Summarize back what you have heard

Exercise 10: Application Journal

Think about patients you have interacted with in the past and how you could have responded differently with Motivational Interviewing.

Challenge – find 1 patient today and try to apply a skill – write down what you learned. Consider using an application journal to enhance mastery of these skills.