



Motivational Interviewing for the Healthcare Provider

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01. Introduction

Motivational interviewing is an evidenced-based conversational technique to collaborate with patients to evoke change.

It is a unique healthcare delivery approach based around championing patients to make health behavior changes by identifying their own motivations and barriers.

02. Objectives

- Introduce foundations and philosophy of MI
- Overview stages of change
- Highlight common settings for MI use
- Provide training options for interested clinicians

03. Stages of Motivational Interviewing

- Appreciate foundational basics: collaboration, evocation, and autonomy
- Develop client-centered counseling skills
- Recognize and reinforce change talk
- Reflect and encourage change talk
- Tactfully handle patient resistance
- Set up a plan with measurable and attainable goals
- Create "I will" statements
- Incorporate other therapies as needed like CBT, medications, or nutrition counseling

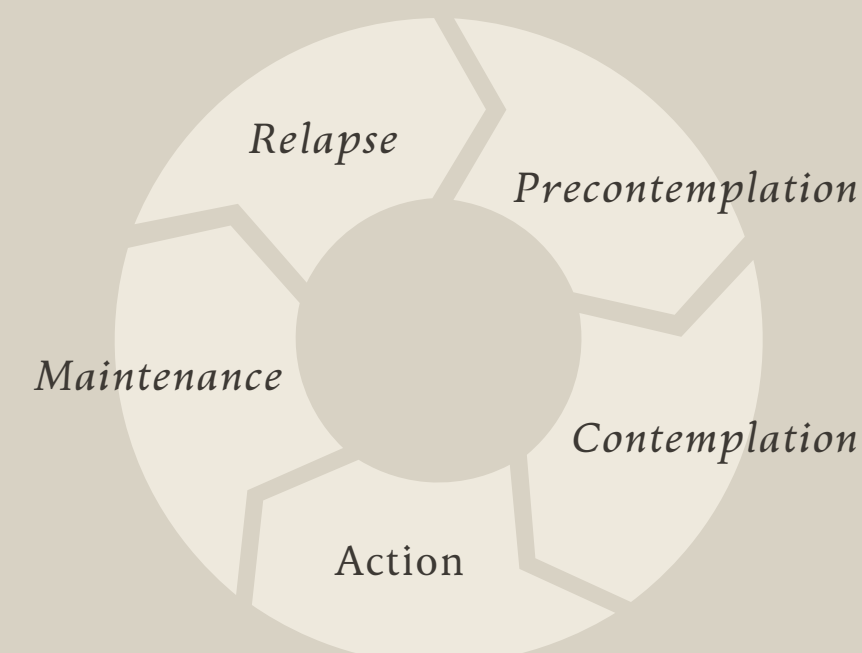
An effective delivery should include all stages, but does not require sequential nature. Counselors should adapt to the patient's need which often involves repeating stages and fluctuating between them.

04. Benefits of Motivational Interviewing in Practice

- Cardiovascular Disease Prevention
 - Gain knowledge about disease, identify risk factors, target modifiable behaviors, and move past barriers
- Pediatric Obesity
 - Educate parents and caregivers, affirm healthy behaviors, and collaborate to identify poor habits
- Psychiatric Medication Compliance
 - Help provide insight into condition, increase adherence to medication regimen, and decrease hospitalizations
- Smoking Cessation
 - High rate of cessation when counseled by physicians

05. Stages of Change

- Transtheoretical model of health behavior
- Assess what stage of change your patient is in
- Use motivational interviewing techniques to progress through stages



06. MI Training

- Psychwire by founders of MI, Steve Rollnick and Bill Miller
- University of Maryland School of Social Work: offers a highly specialized Certification course
- Motivational Interviewing Network of Trainers: offers calendar of events or private sessions

07. Discussion

Physician Assistants can make meaningful changes to the way they counsel and educate patients by utilizing motivational interviewing. By taking a partnership approach to healthcare, patients and providers can work together to identify problematic health behaviors, develop therapeutic plans to change them, and see improved results.

08. References

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