



Motivational Interviewing: Engagement

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Thank you for allowing me to join

- Honor your wisdom, experience and commitment.
- What do you already know about Motivational Interviewing?
- What would make this helpful for you?
- What do you need from me to support your goals?

Mingle: Impactful Person Exercise

- Who was the person who motivated you to learn, inspired you to excel and try harder than you otherwise would have?
- Significant influences in your life
 - What's their name?
 - What characteristics did they have?
 - What inspired you to do or be your best?
 - How did you respond to their efforts?





Change our Goggles

- Strength Focused vs Deficit Focused



Tough Choices

Think about having to make a choice; neither option is great for what you desire.

What is it like when you end up choosing?

How do you feel about the decision?



Expectations for our clients

Why wouldn't they be suspicious?

They do not know us or our intentions.

Explore our expectations about those seeking care at the recommendations of others.



Pre-Contemplation

- What do you notice your reaction is to a client described as being “Pre-contemplative”?
- Closely associated with “being in denial” or “resistant”.
 - A way of explaining and blaming clients for noncompliance and oppositional responses.
 - Contributed to harsh, confrontational approaches in SUD Tx that would not be tolerated in most psychiatric disorders.

Did any of these show up?

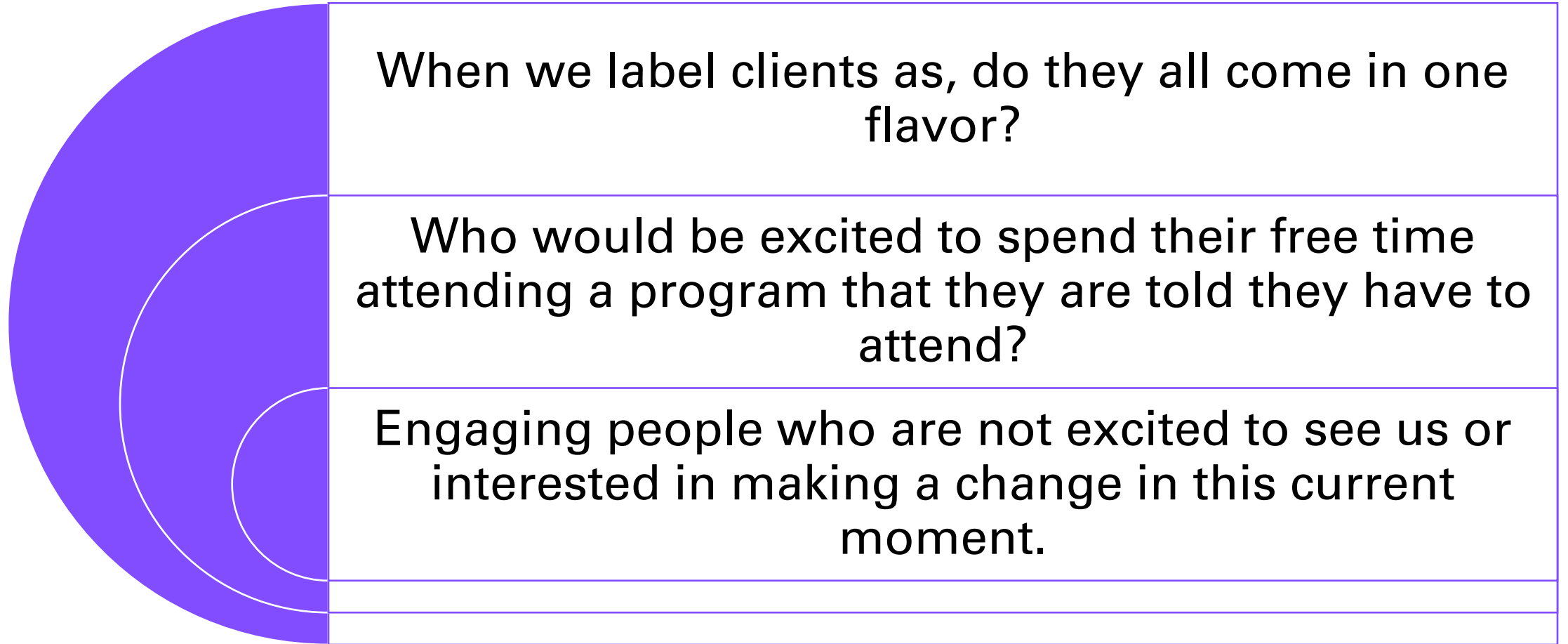
- “Come back when you are ready”
- “They don’t want it bad enough”
- “They have to hit bottom”

- Communicates:
 - “Come back when your sicker”
Or
 - “Go out and keep using”

- Phrases and frames are counter to the MI spirit and Engagement



Framing Mandated Clients



What can come up on our End?

- What comes up for you when you hear your client state “ I’m fine, I don’t need this, it is a waste of my time.”
- Fear can rise up when we hear this
 - Am I good enough?
 - Am I an inadequate helper?
- **If I feel that I have to convince or persuade people to change things that they do not want to change, I am going to walk out at the end of the day feeling pretty bad about my work.**

Resistance: Drop The Rope



Ambivalent Clients

- The way we frame influences the way we engage.
- Denial vs. Genuinely not knowing or believing they have a problem.
- Have to build a relationship based on trust and engagement before being able to explore discrepancy.
- Acknowledge where they are on in their change journey.



Ambivalent Clients

- Not our “job” to tell them they are in denial or get them to admit that they have a problem.
- It may feel like we are not doing our job if we are not addressing the behavior.



A Taste of Motivational Interviewing

- One speaker, one listener
- Speaker: identify a change you are considering, something you are thinking about making in your life **BUT** have not decided. It is something you feel two ways about.
- Counselor: Do not persuade or try to fix anything. Don't offer advice. Ask the questions on the next slide, listen carefully to the responses and summarize what they have told you.

A Taste of Motivational Interviewing Script

- What is a change you are thinking about making in your life?
- Why would you want to make this change?
- If you decide to make this change, how might you go about it in order to succeed?
- What are your top three reasons for wanting to make this change?
- How important is it to make this change on scale of 1-10? Follow up by asking why are you a _____ rather than a lower number?

THOUGHTS OR FEEDBACK?



A Taste of Motivational Interviewing

- How would the conversation have felt if the person asking the questions was more directive?
 - Told you how much you needed to change
 - Gave you reasons for making the change
 - Emphasized the urgency of change
 - Told you how to change

Let go

- Of the belief that we must solve or provide the answer to the client's problem.
- Opens the space for use to be curious about them and their experience.



To Disclose or not to Disclose?

- Have you ever used? Are you in recovery?
- Why do you believe this question comes up?
 - Credibility
 - Can you help me?

To Disclose or not to Disclose?



Ask the client to share with you:

What will it mean if your answer is yes?
What will it mean if your answer is no?



Allows us to show up in a ***genuine*** way to address concerns.

Genuineness

- What do you notice when it is missing?





Style of Motivational Interviewing

- If you went to a foreign country, what kind of Guide would you want ?



The Experience of Being Directed

PRESENTATION TITLE



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The Spirit of Motivational Interviewing

- “People have to know you care before they care how much you know”
- Heart set *and* a Mindset



The Spirit of Motivational Interviewing

- Allows us to acknowledge what we are bringing into the room

And

- Set it aside so that we can be present for where our clients are coming from.

Our Client as the Expert

- No one is an expert on someone else's life.
- We need their expertise to help facilitate change.
- We are a companion and guide on the client's journey

Motivational Interviewing

- *MI is a particular way of talking with people about change to strengthen their own motivation and commitment.*

What Change can look like?



A vertical bar on the left side of the slide, transitioning from orange at the top to blue at the bottom.

THOUGHTS?
OBSERVATIONS?

Our Goals for the People we Serve

- **Integrity : “To thine own self be true”**
 - Who are you really?
 - Bringing the fractured sense of self back together
- “All change is self-change, to which clinicians are sometimes privileged witnesses and facilitators.”
- We want to decrease the barriers for a person to be imperfect.
 - Accurate empathy, unconditional warmth, and genuineness.

References

- Miller, W.R. (2021). *On Second Thought*. New York: Guilford Press.
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- Rosengren, D. B. (2018). *Building motivational interviewing skills: A practitioner workbook* (2nd ed.). New York: Guilford Press.