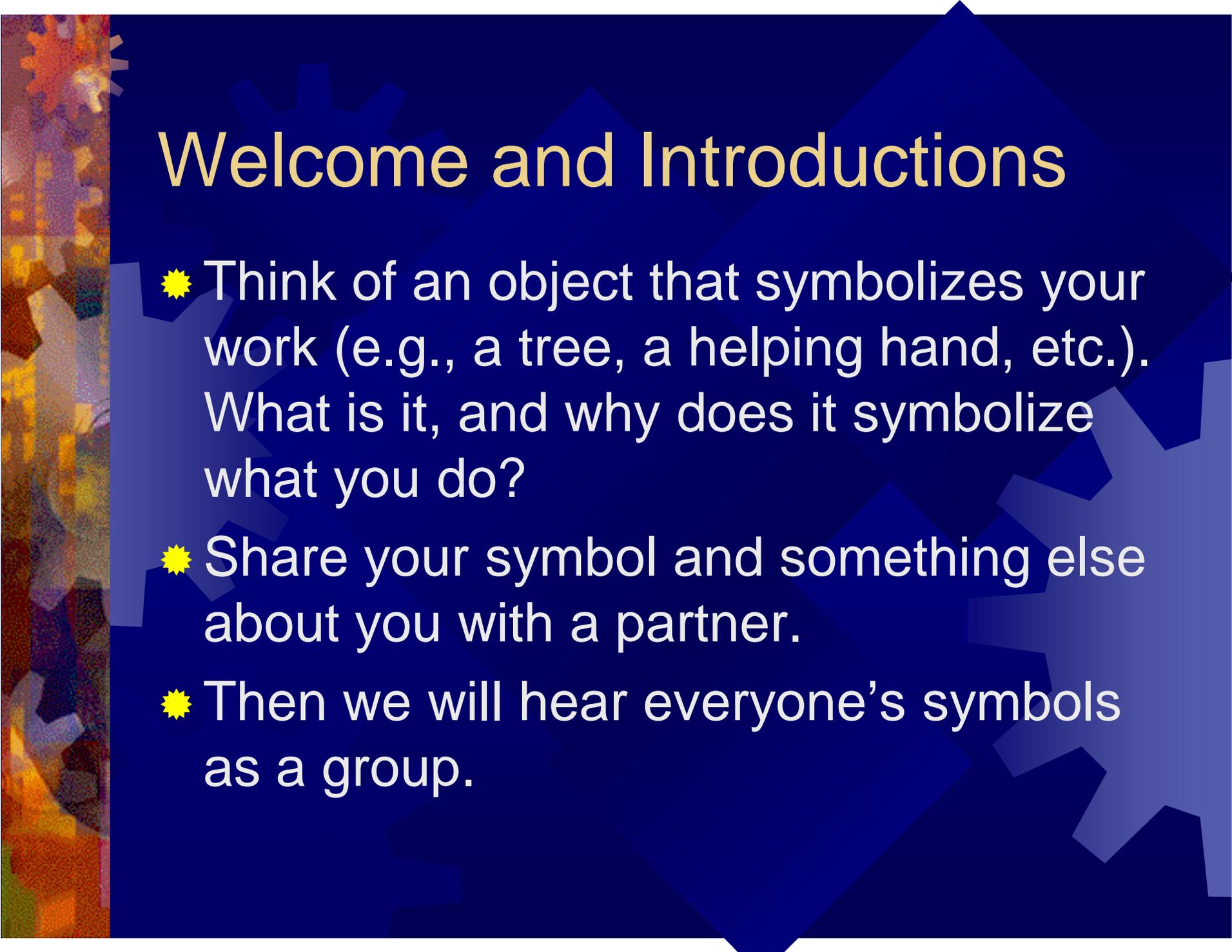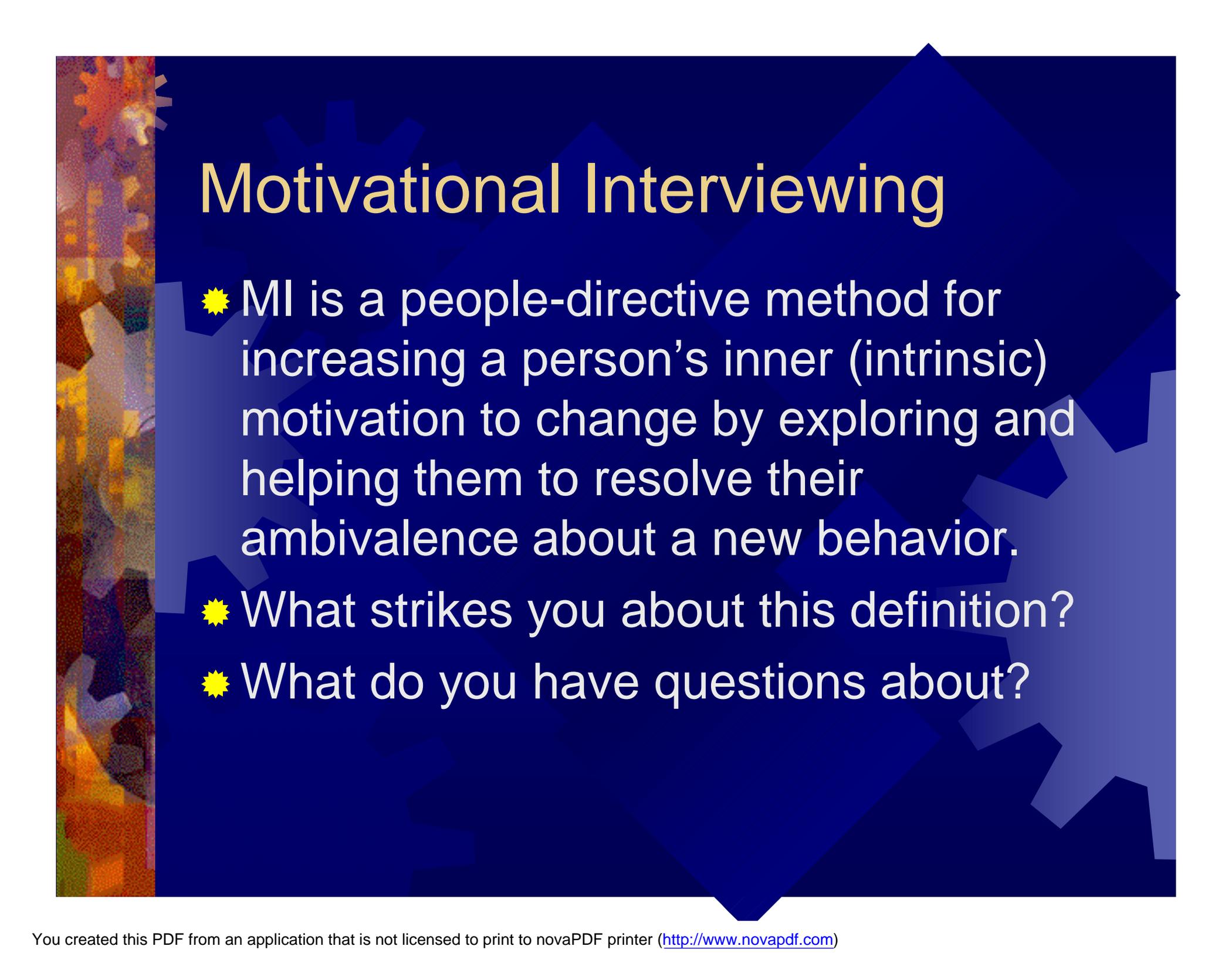# Motivational Interviewing at Transition House

Welcome and Introductions

- ☀ Think of an object that symbolizes your work (e.g., a tree, a helping hand, etc.). What is it, and why does it symbolize what you do?

- ☀ Share your symbol and something else about you with a partner.

- ☀ Then we will hear everyone's symbols as a group.

Motivational Interviewing

- MI is a people-directive method for increasing a person's inner (intrinsic) motivation to change by exploring and helping them to resolve their ambivalence about a new behavior.

- What strikes you about this definition?

- What do you have questions about?

MI was not founded on theory

* Broadly grounded in Rogers' client-centered counseling approach
* Original description based on implicit principles derived from intuitive practice
* MI principles were stated prior to empirical support or theory (1983)
* Elaboration of MI (1991) arose from Miller & Rollnick's interactive raves
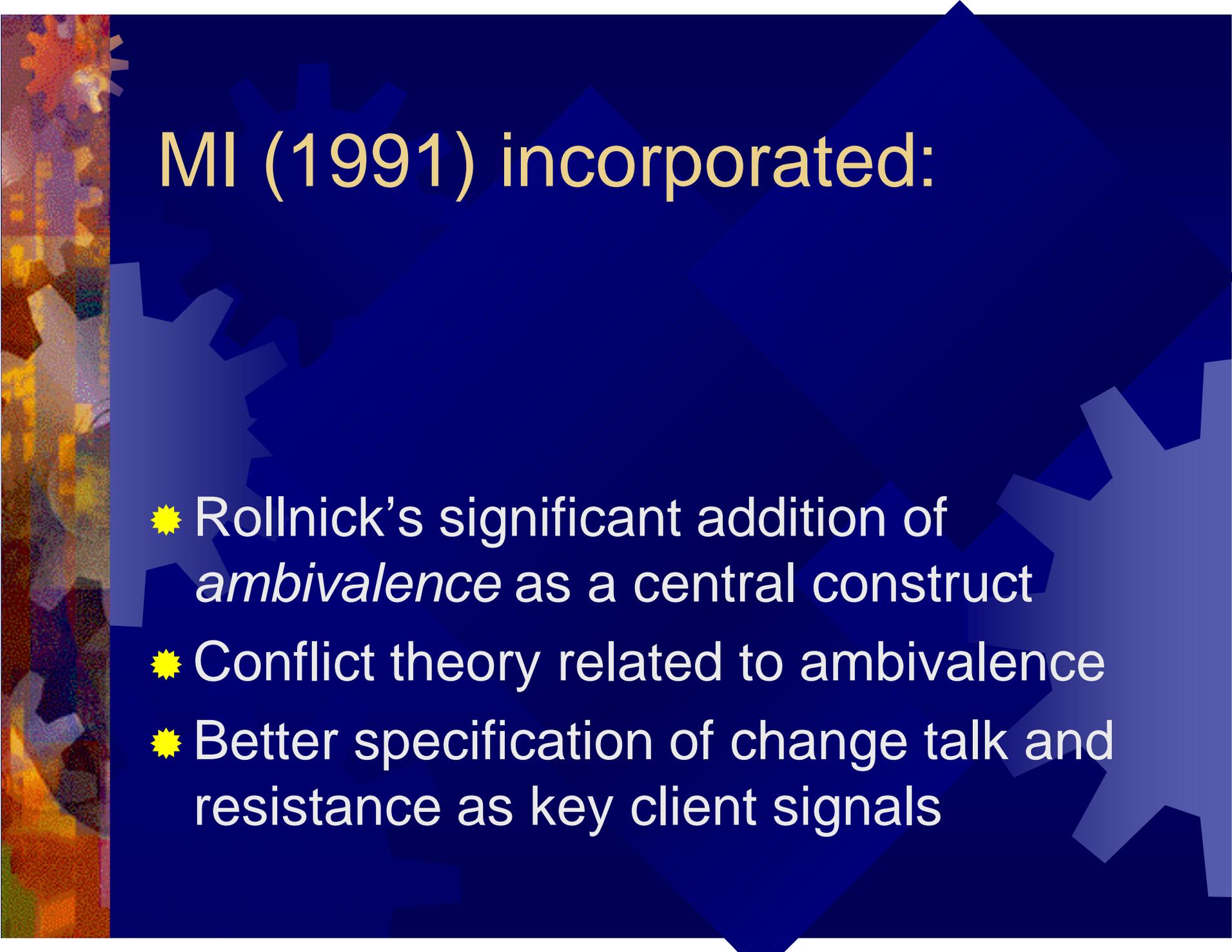
MI (1991) incorporated:

* Rollnick's significant addition of *ambivalence* as a central construct
* Conflict theory related to ambivalence
* Better specification of change talk and resistance as key client signals
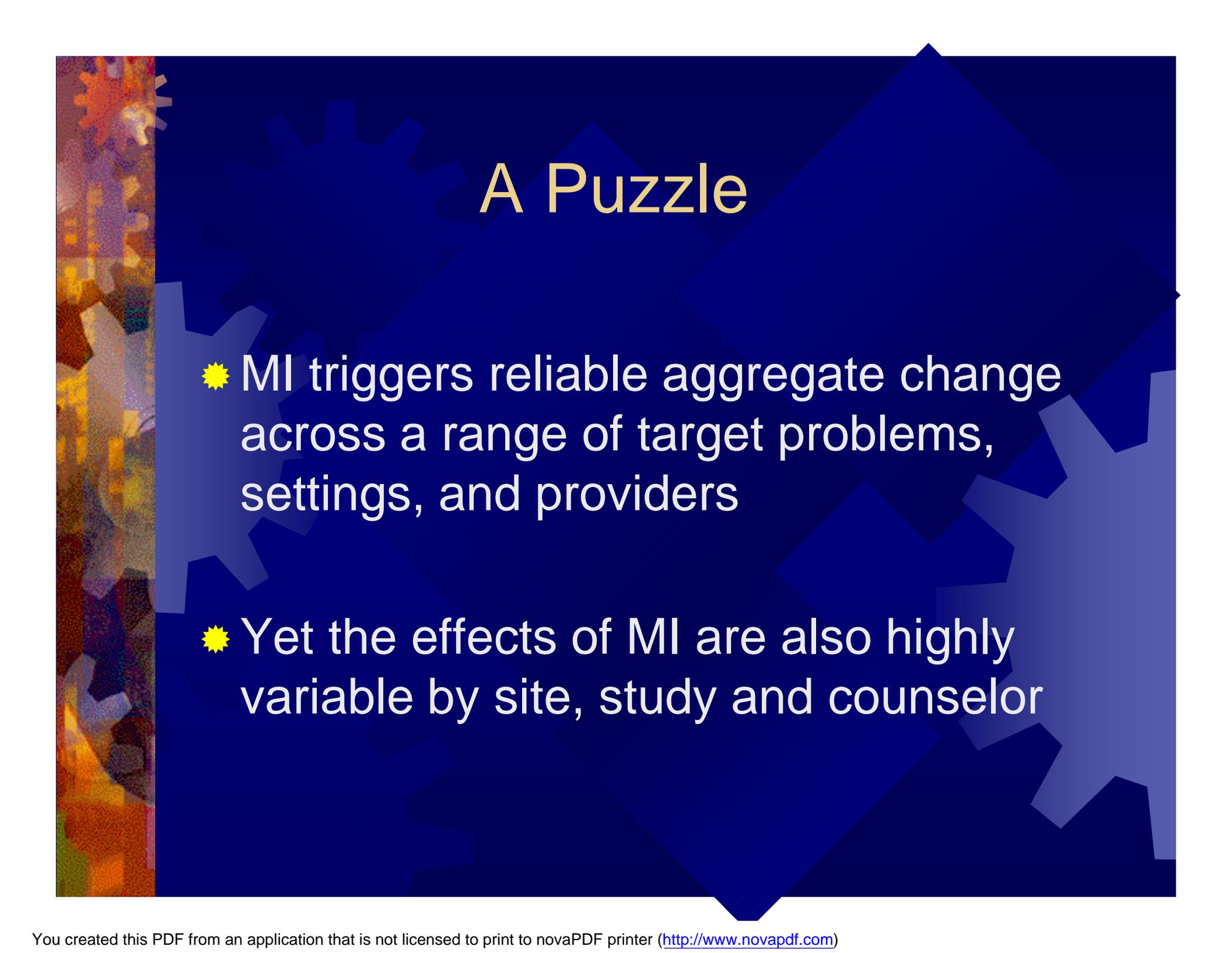
A Puzzle

* MI triggers reliable aggregate change across a range of target problems, settings, and providers

* Yet the effects of MI are also highly variable by site, study and counselor
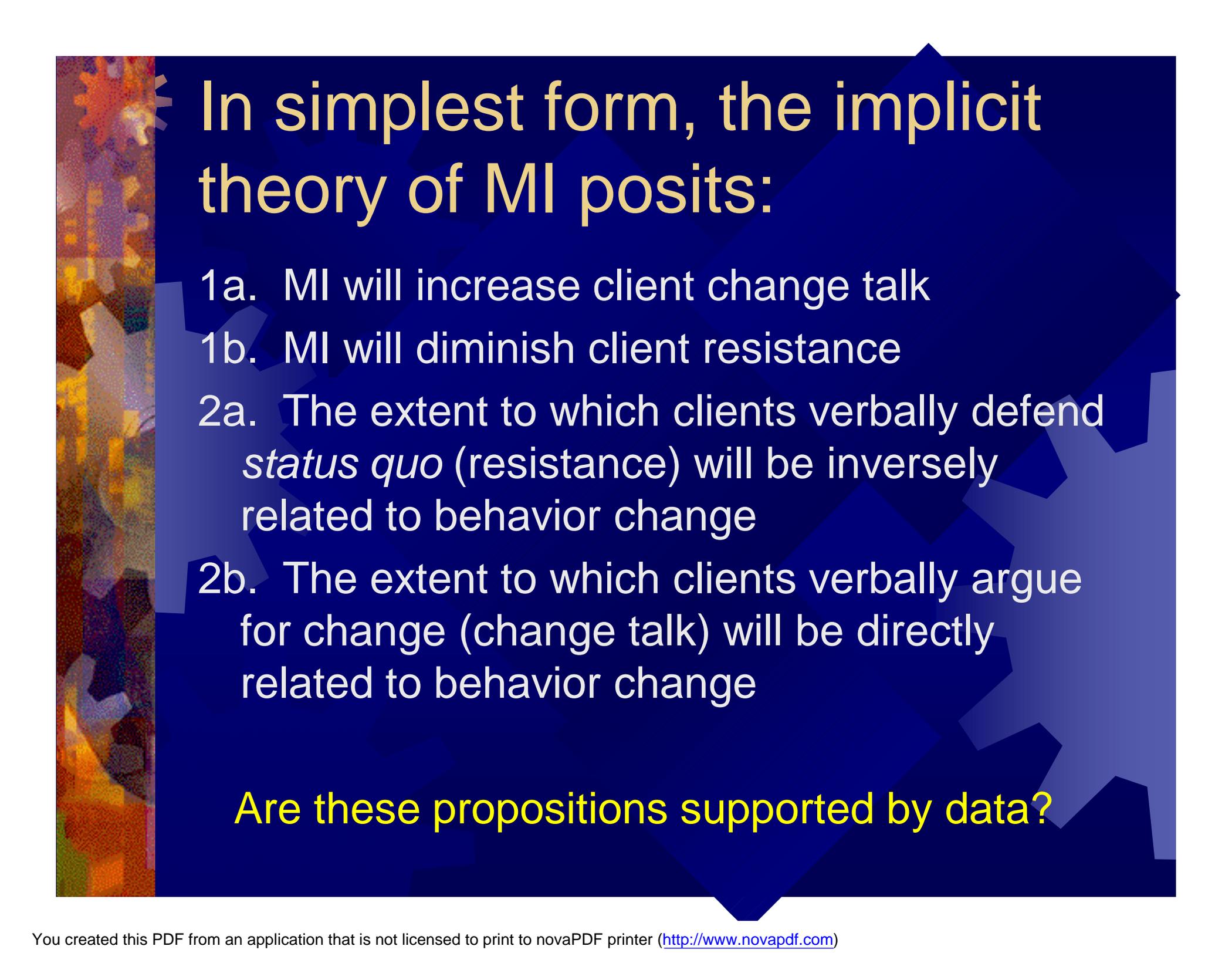
In simplest form, the implicit theory of MI posits:

1a. MI will increase client change talk

1b. MI will diminish client resistance

2a. The extent to which clients verbally defend *status quo* (resistance) will be inversely related to behavior change

2b. The extent to which clients verbally argue for change (change talk) will be directly related to behavior change

Are these propositions supported by data?

1a. MI increases change talk

* Problem drinkers randomly assigned to MI (vs. confront/direct) showed 111% more change talk (Miller, Benefield & Tonigan, 1993)

* Consistent with findings of within-subject clinical experiment (Patterson & Forgatch, 1985)

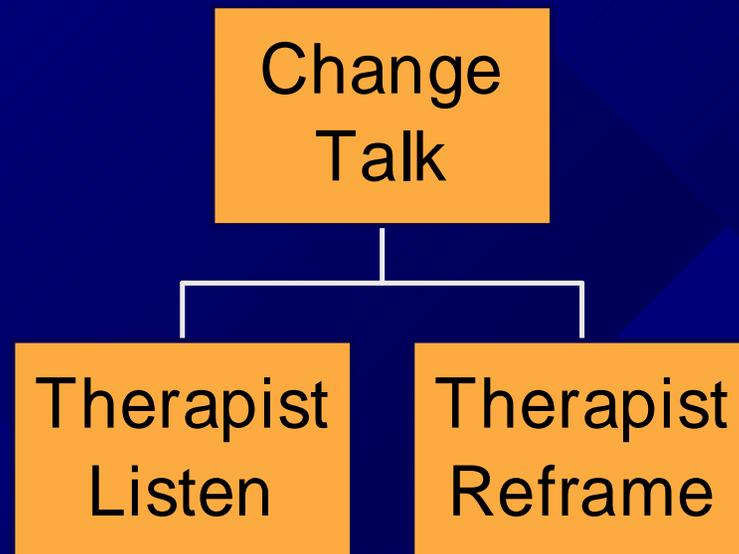* Psycholinguistic analysis of MI showed robust, atypical increases in change talk (Amrhein et al., 2003)
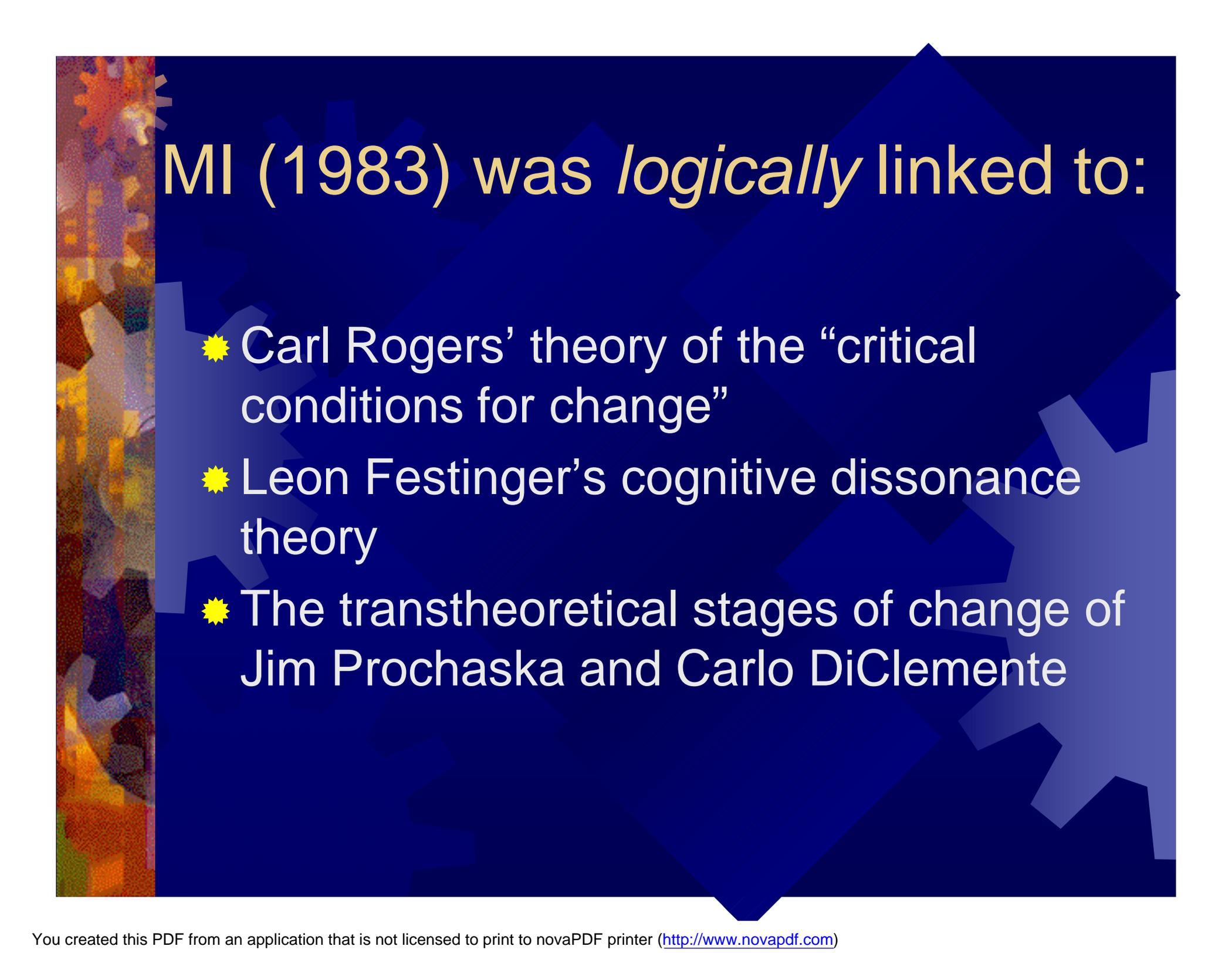
SUPPORTED

Therapist Style and Client Response
Miller, Benefield & Tonigan (1993) *JCCP 61*: 455-461
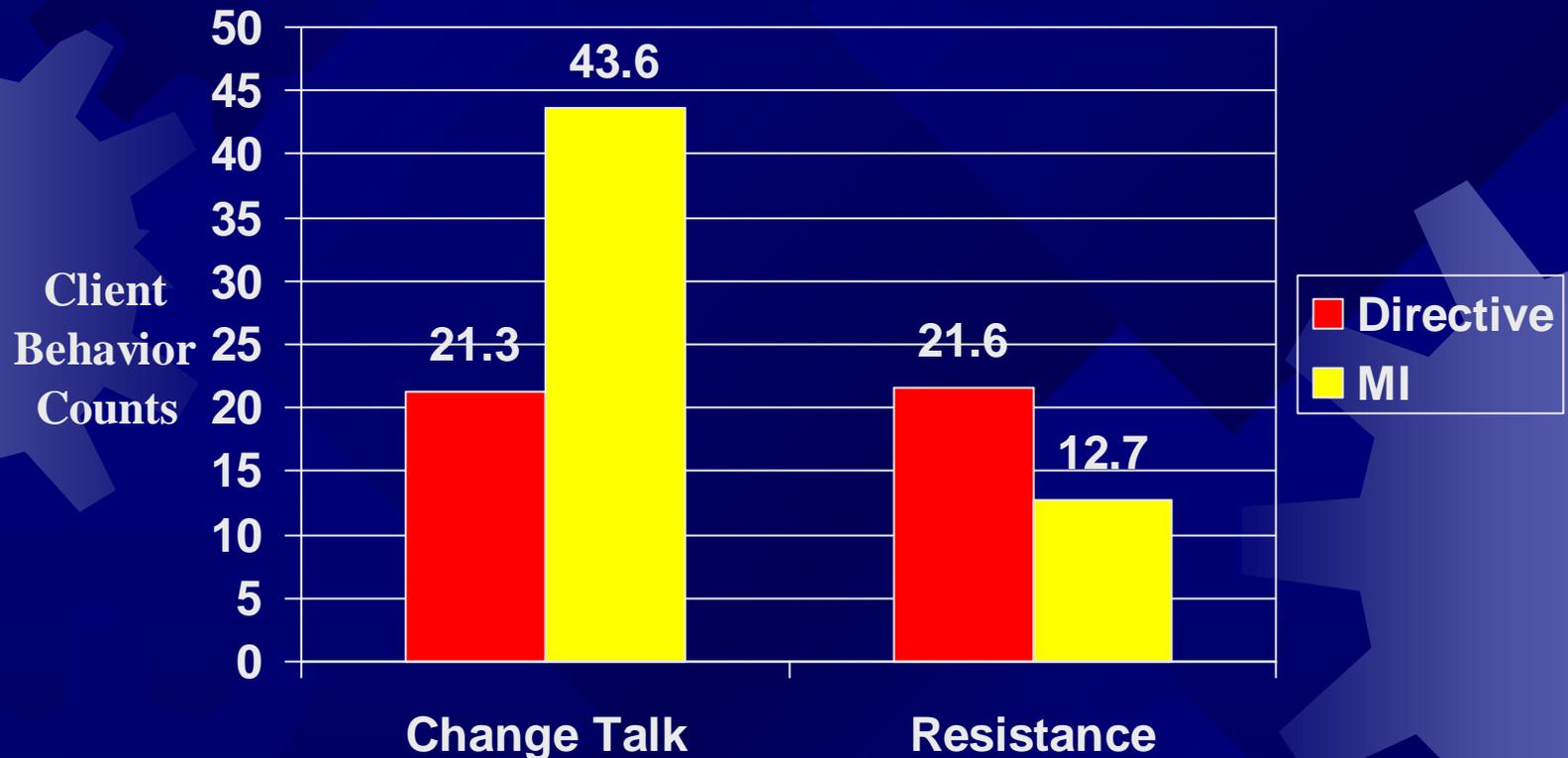
Correlates of Client Change Talk

MI (1983) was *logically* linked to:

* Carl Rogers' theory of the "critical conditions for change"

* Leon Festinger's cognitive dissonance theory

* The transtheoretical stages of change of Jim Prochaska and Carlo DiClemente

1b. MI decreases resistance

* Problem drinkers randomly assigned to confront/direct showed 78% more resistance than those in MI. Counselor *confront* responses specifically predicted client level of resistance (Miller, Benefield & Tonigan, 1993)

* Consistent with findings of within-subject clinical experiment (Patterson & Forgatch, 1985)

* Psycholinguistic analysis of MI showed robust decreases in commitment to drug use during MI (Amrhein et al., 2003)

SUPPORTED

Correlates of Client Resistance

Therapist Confront

- **Client Argue**
- **Client Interrupt**
- **Client Negative**
- **Client Off-Task**
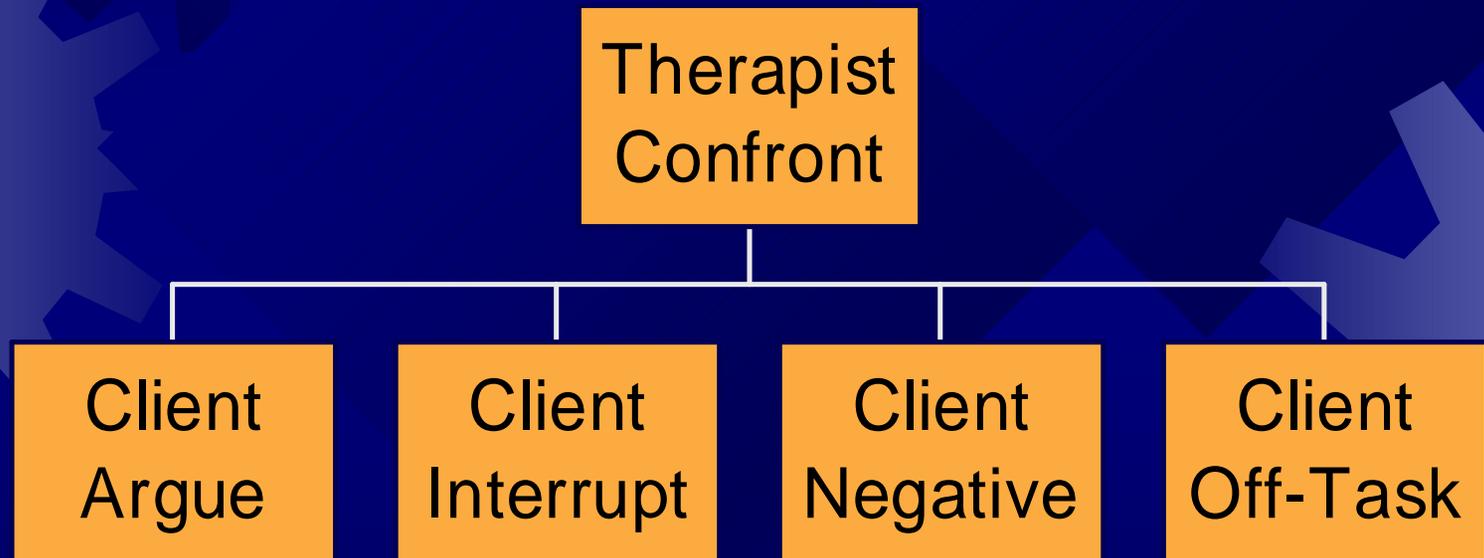
2a. Client resistance predicts lack of change

* Level of client resistance during counseling predicted absence of change in drinking (Miller, Benefield & Tonigan, 1993)

* Verbal commitment to drug use during MI predicted continued drug use (Amrhein et al., 2003)

* Resistance-poor outcome relationship replicated in several other studies

SUPPORTED

2b. Client change talk predicts behavior change

* Frequency of client change talk did not predict behavior change
  * Miller, Benefield & Tonigan, 1993
  * Peterson master's thesis (unpublished)
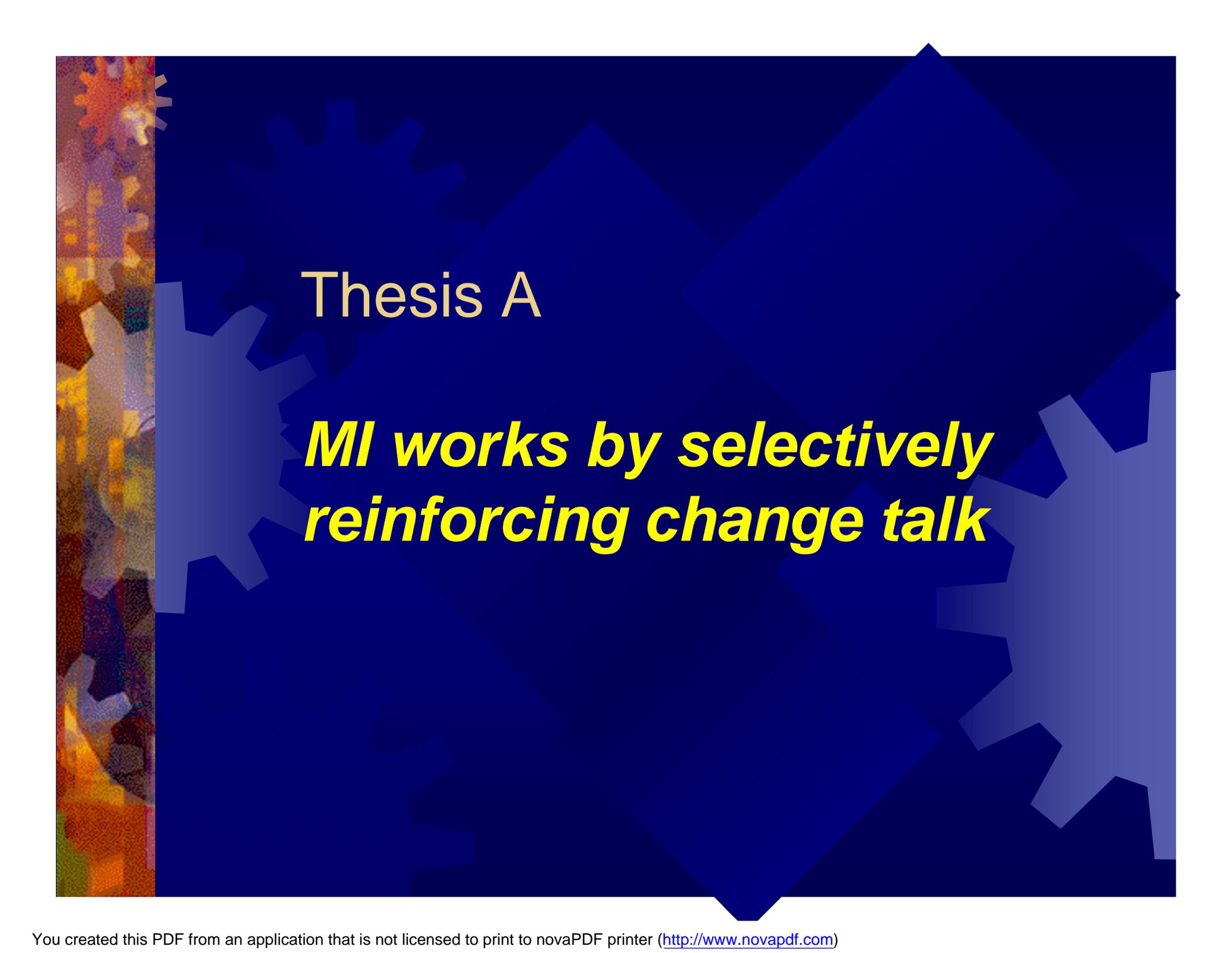 * Miller, Yahne & Tonigan, 2003

  NOT SUPPORTED

The Flow of Change Talk

MI

Desire
Ability
Reasons
Need

Commitment

Change

Thesis A

MI works by selectively reinforcing change talk

Support for Thesis A

- Increasing client change talk (particularly *commitment language*) promotes behavior change

- Stated *implementation intentions* predict behavior (Gollwitzer)

- Client resistance fosters no change

- Thus: Elicit and reinforce change talk, not resistance

And yet - Is it actually *saying the words* of commitment that causes change?

or does naturally-occurring commitment language simply signal the presence of an underlying event that leads to both commitment speech and change?

His Last Day of Smoking
(David Premack, 1970)

A man had gone to pick up his children at the city library. A thunderstorm greeted him as he arrived there, and as he waited, engine running, a search of his pockets disclosed a familiar problem: he was out of cigarettes. He pulled away from the curb to quickly buy a pack at the corner store.

What was the event that caused this smoker to quit for good that day?
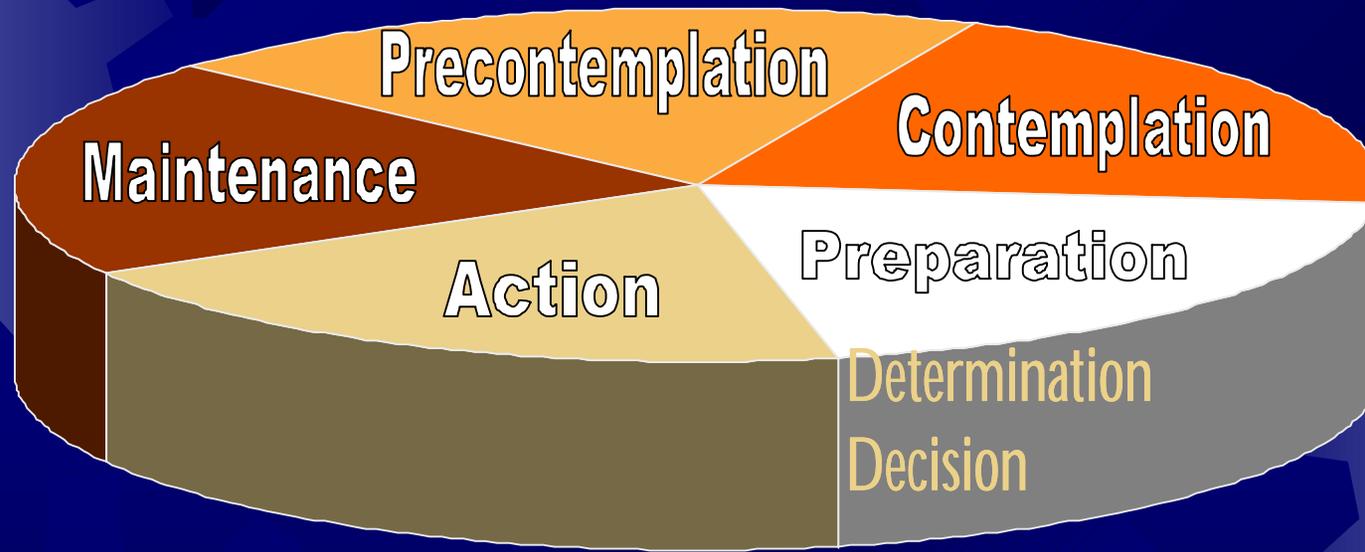
What happened?

"Glancing back at the library, he caught a glimpse of his children stepping out in the rain, but he continued around the corner, certain that he could find a parking space, rush in, buy the cigarettes, and be back before the children got seriously wet."

Underlying Event Candidates

* Decision
* Readiness
* Resolution of Ambivalence
* Perceptual Shift
  * Stage of change
  * Value attachment
  * Stimulus equivalence class
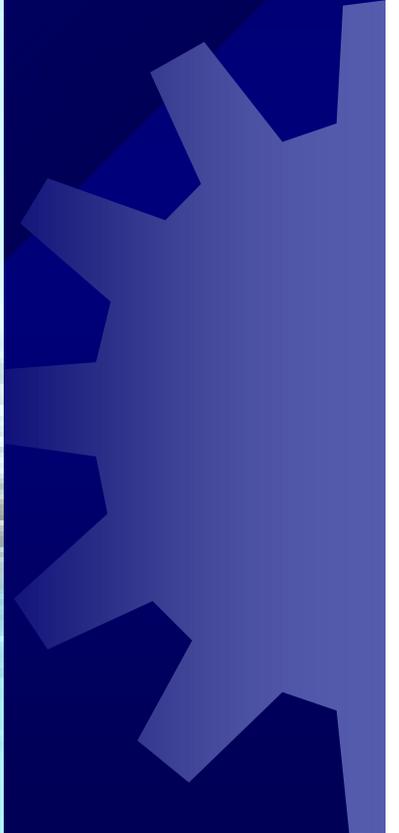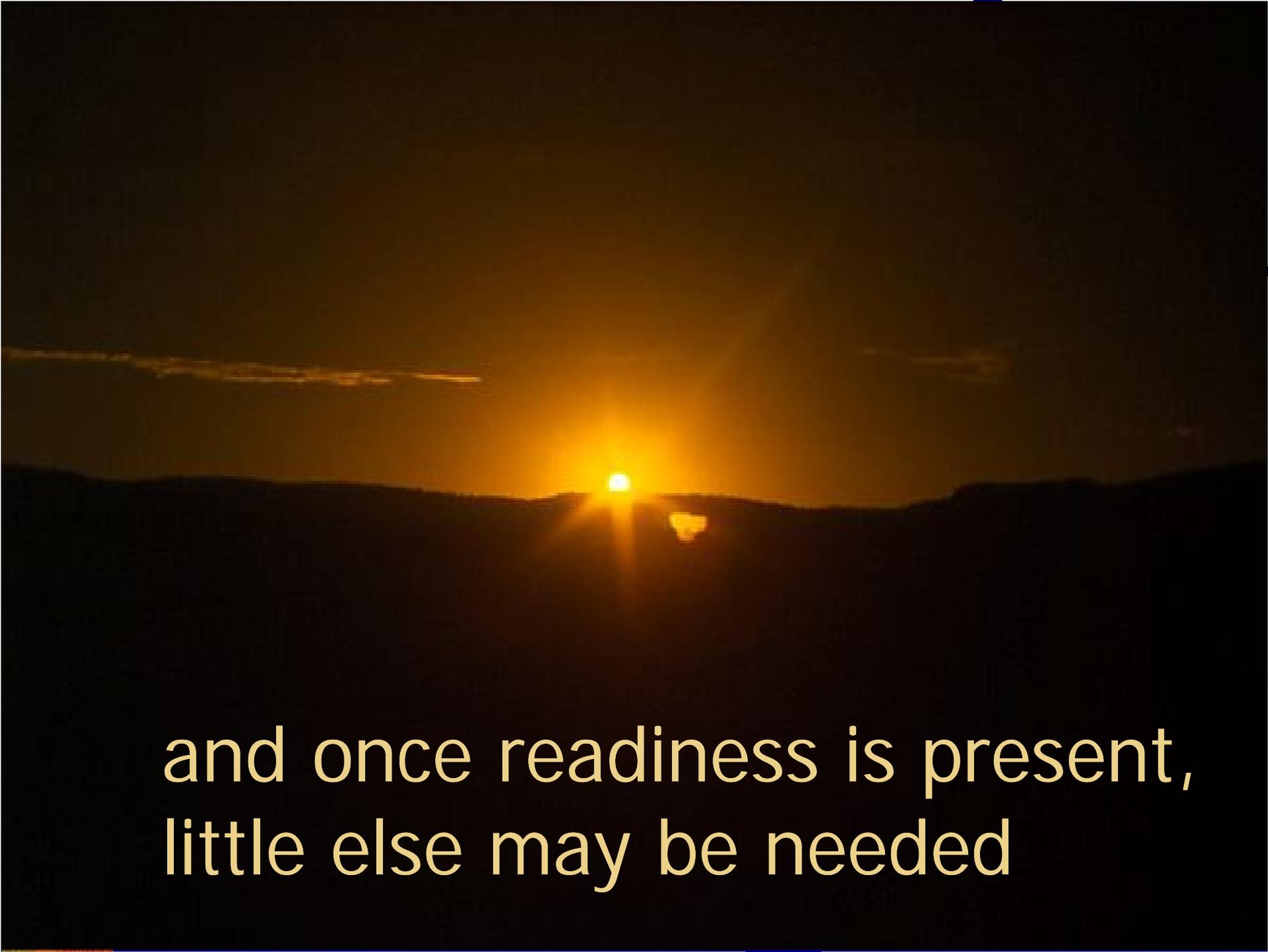
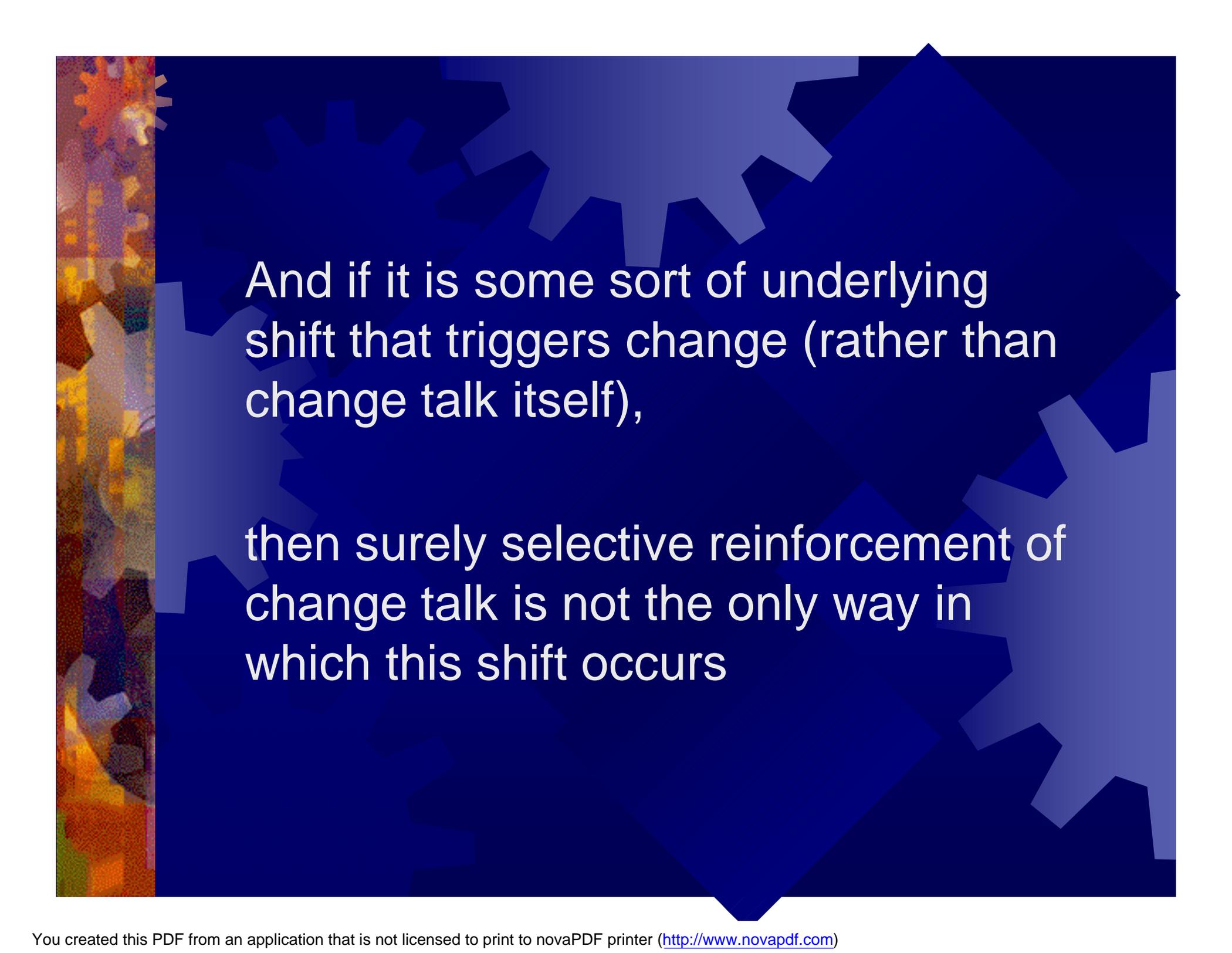# Stages of Change
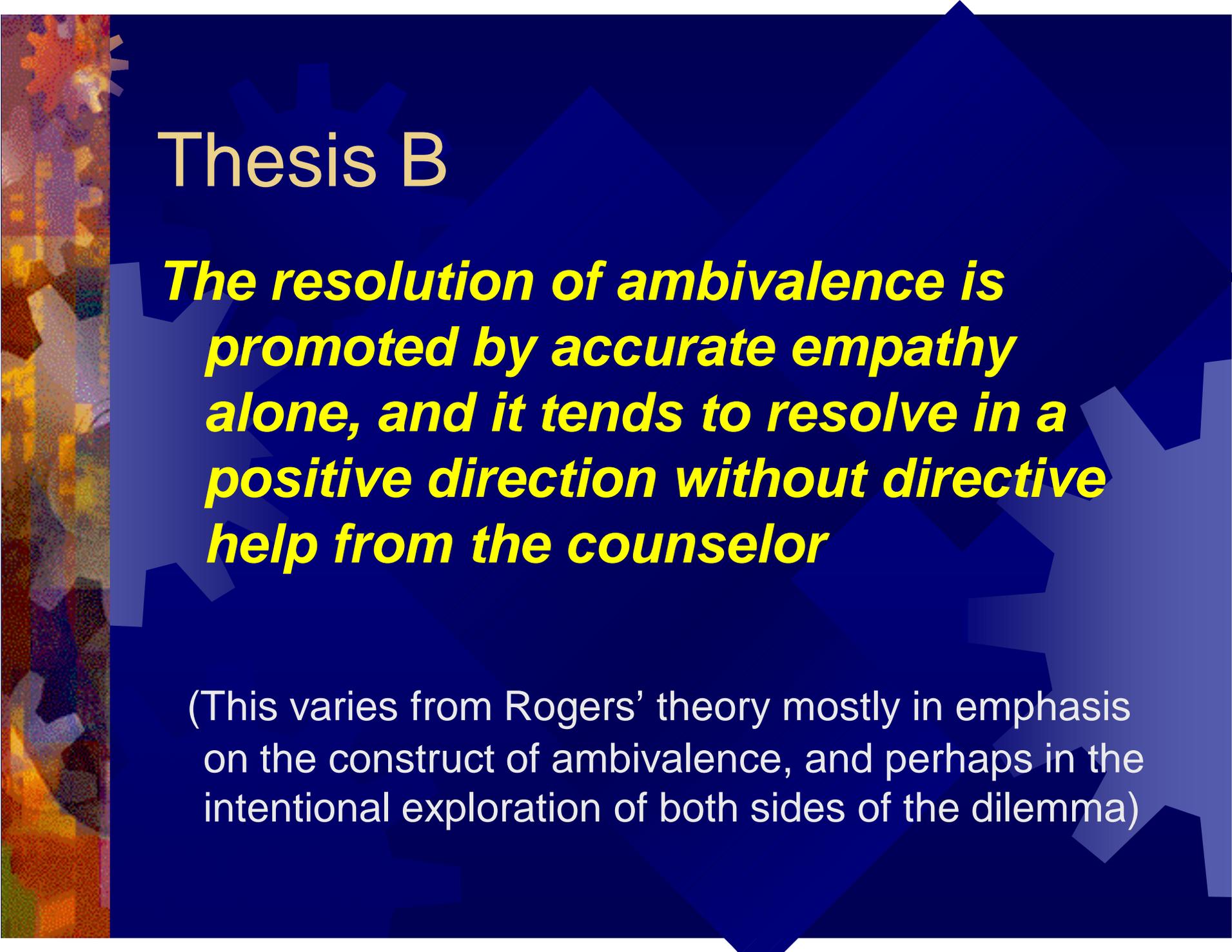## Prochaska & DiClemente

From Contemplation

To

Action

and once readiness is present, little else may be needed

And if it is some sort of underlying shift that triggers change (rather than change talk itself),

then surely selective reinforcement of change talk is not the only way in which this shift occurs

Thesis B

The resolution of ambivalence is promoted by accurate empathy alone, and it tends to resolve in a positive direction without directive help from the counselor

(This varies from Rogers' theory mostly in emphasis on the construct of ambivalence, and perhaps in the intentional exploration of both sides of the dilemma)
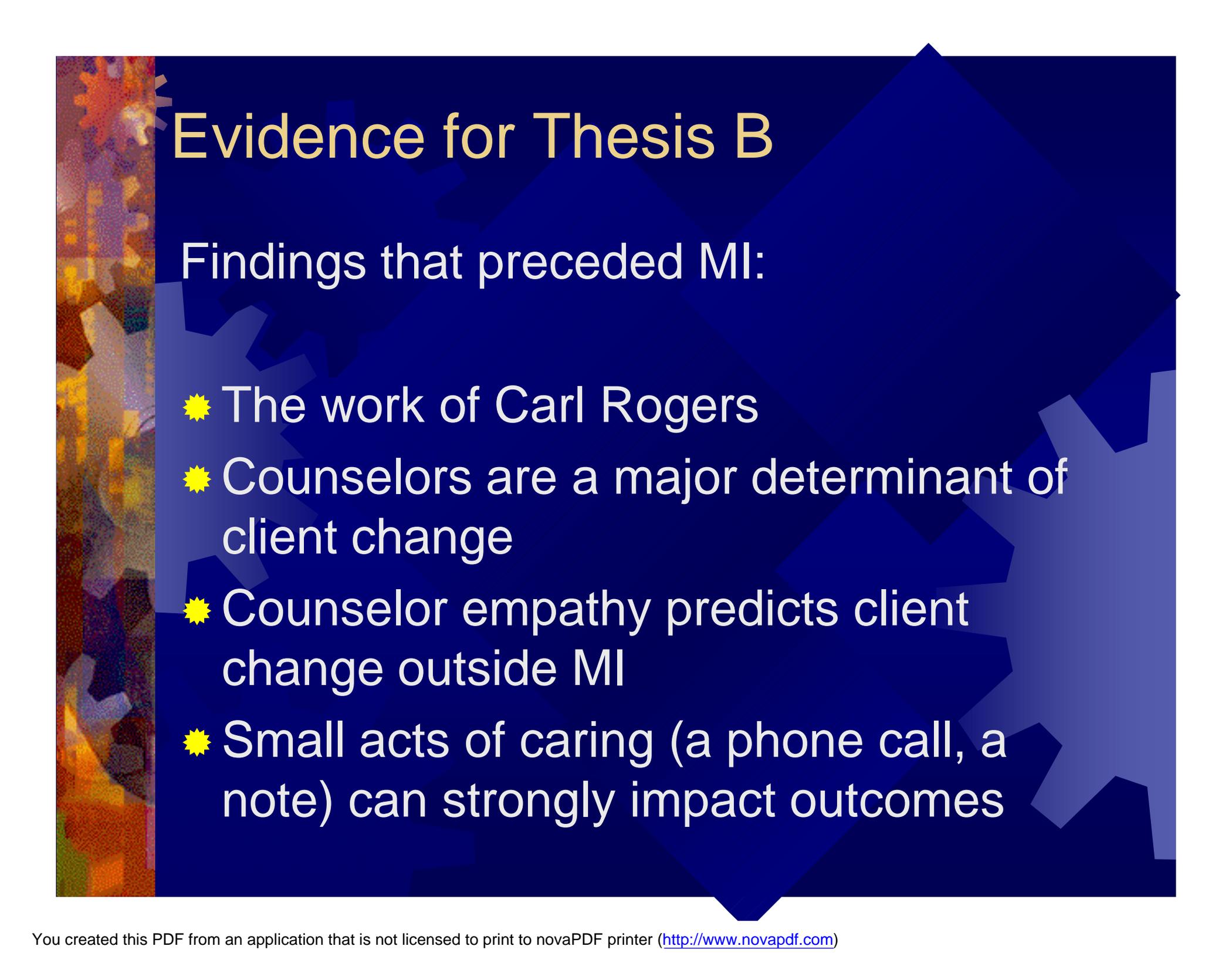
Evidence for Thesis B

Findings that preceded MI:

* The work of Carl Rogers
* Counselors are a major determinant of client change
* Counselor empathy predicts client change outside MI
* Small acts of caring (a phone call, a note) can strongly impact outcomes
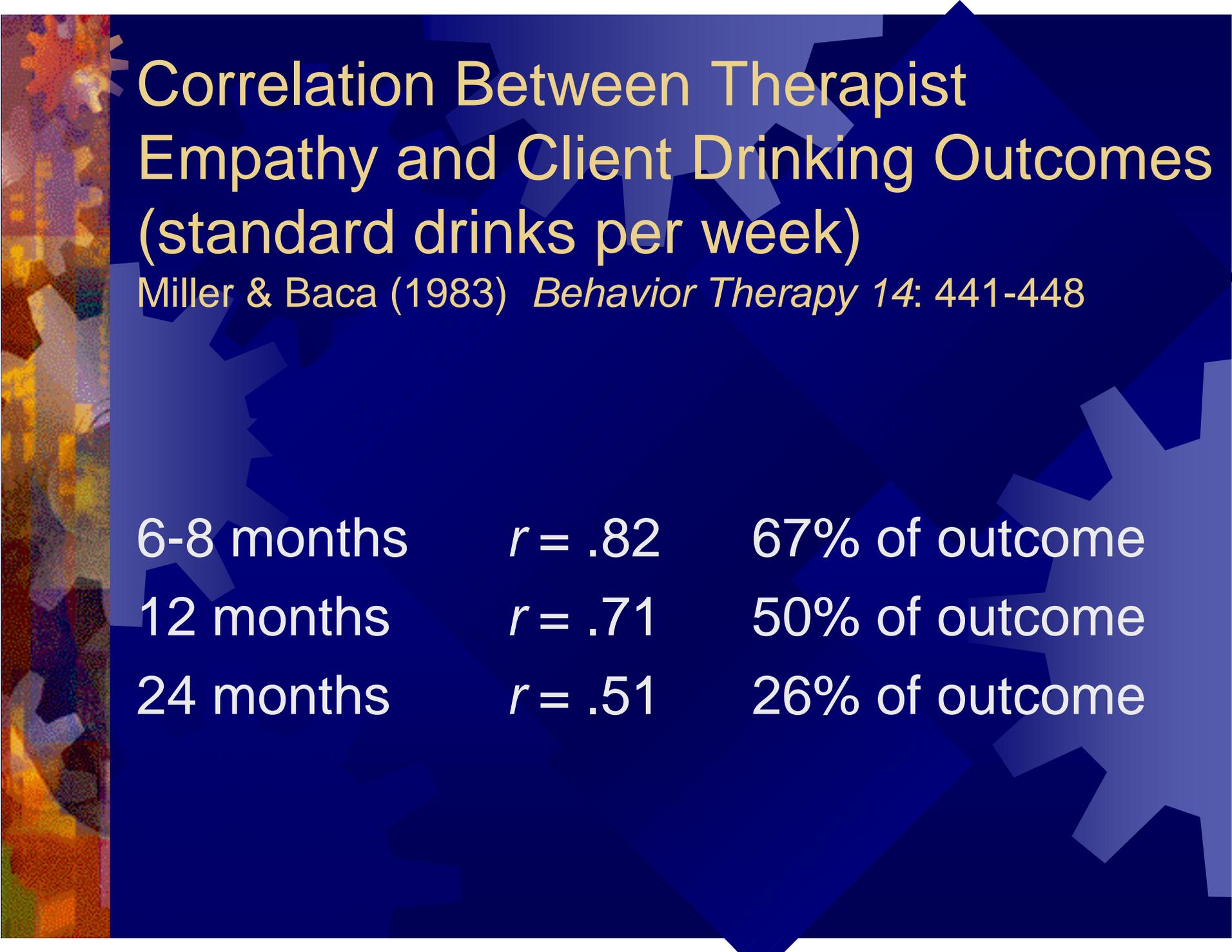
Correlation Between Therapist Empathy and Client Drinking Outcomes (standard drinks per week)

Miller & Baca (1983) *Behavior Therapy 14*: 441-448

6-8 months	$r = .82$	67% of outcome
12 months	$r = .71$	50% of outcome
24 months	$r = .51$	26% of outcome

Rogerian Skill and Client Outcomes
Valle (1981) *J Studies on Alcohol 42*: 783-790

Client Relapse Rates

	6 Months	12 Months	18 Months	24 Months
Low	20	29	35	38
Medium	13	19	23	24
High	5	11	15	18

Follow-up Points

Low Medium High
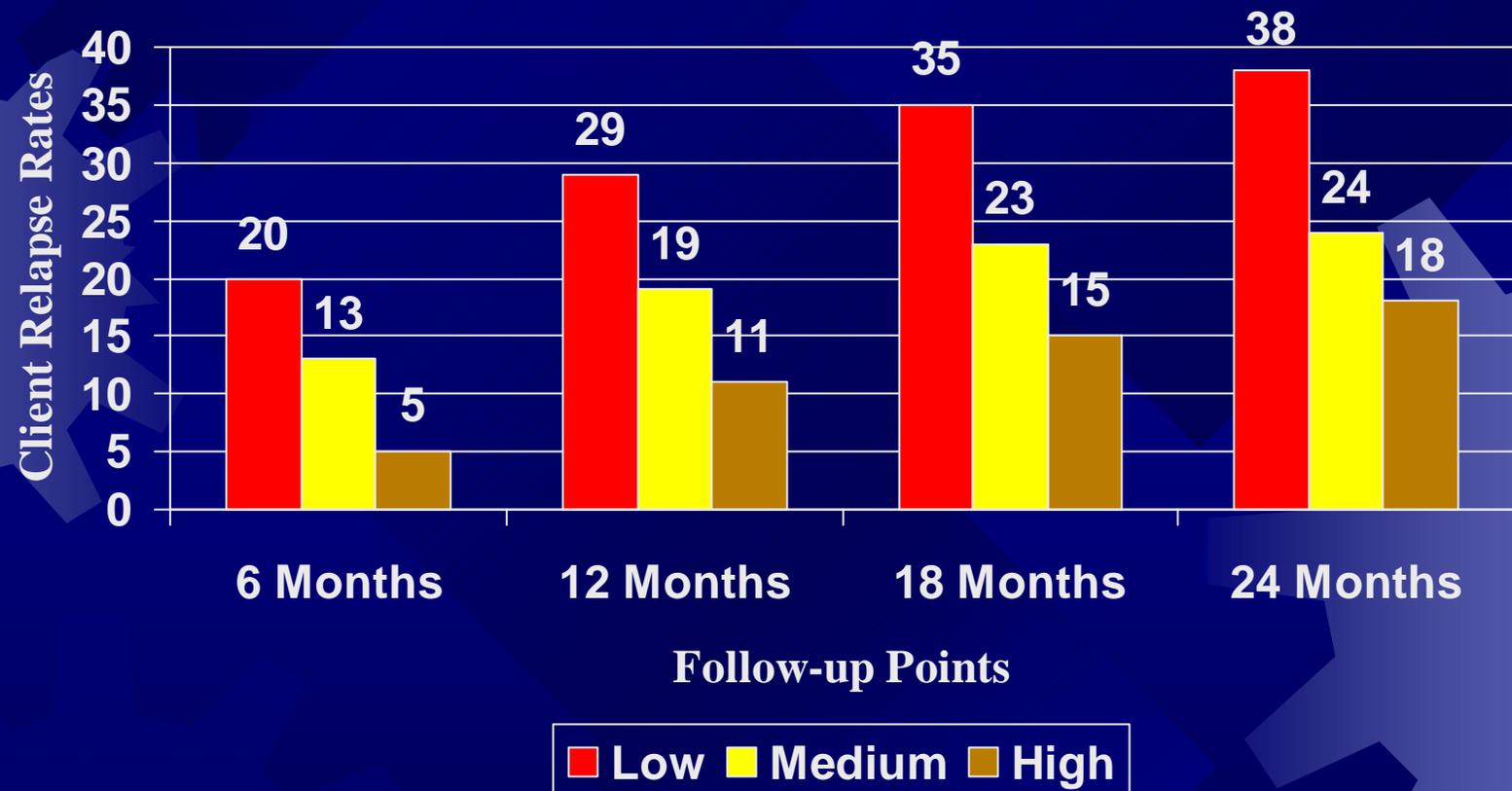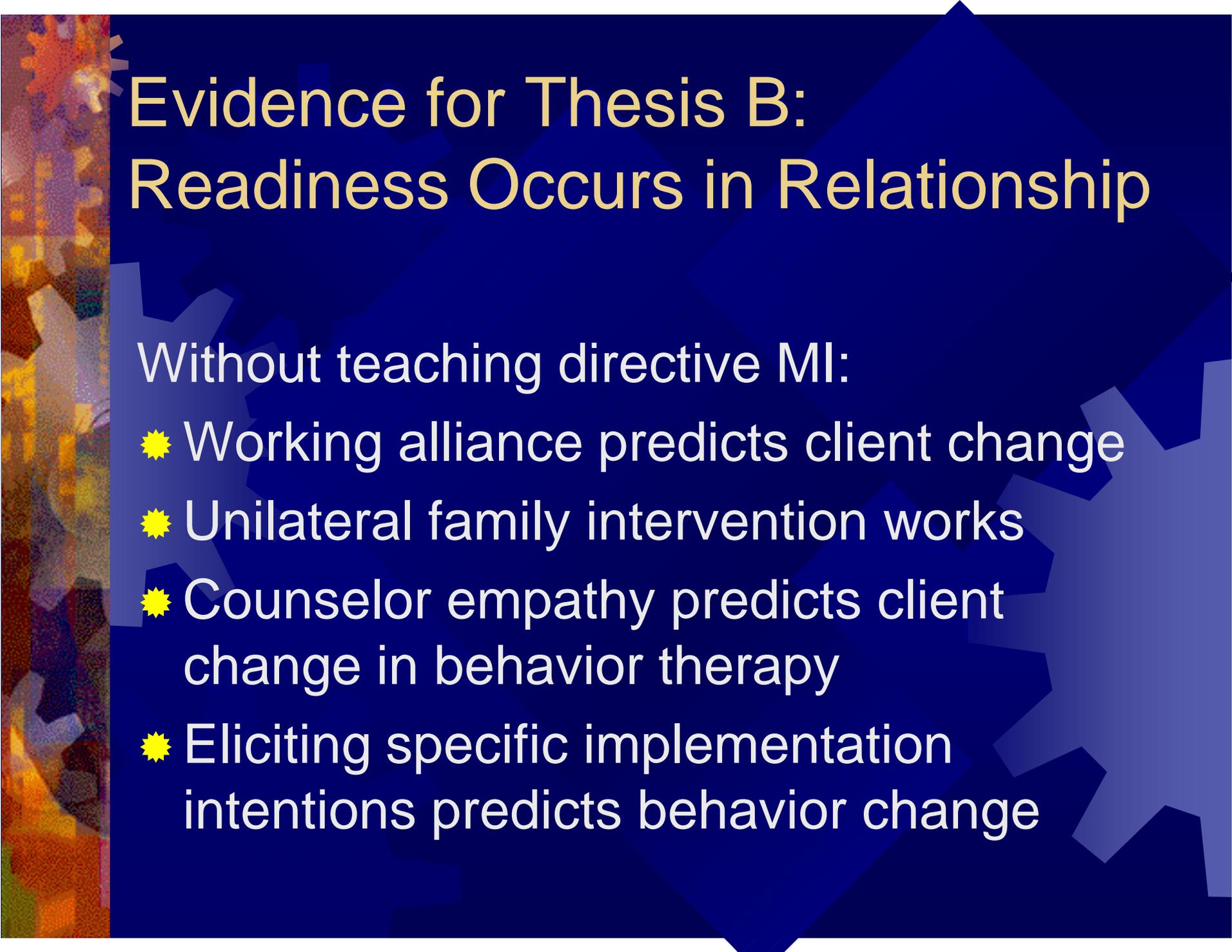
Evidence for Thesis B: Readiness Occurs in Relationship

Without teaching directive MI:

- ✳ Working alliance predicts client change
- ✳ Unilateral family intervention works
- ✳ Counselor empathy predicts client change in behavior therapy
- ✳ Eliciting specific implementation intentions predicts behavior change

A Synthesis

* ***The resolution of ambivalence is promoted by accurate empathy***

     and

* ***Resolution of ambivalence in a particular direction is influenced by the counselor's differential reinforcement of client speech***

Sellman et al., 2001

Outcomes Over 6 Months

Legend:
- ■ MI (yellow)
- ■ Non-directive (red)
- ■ TAU (brown)

Percent

Category	MI	Non-directive	TAU
Total Abstinence	12	10	9
Any Heavy Drinking	62	78	79
6+ Heavy Drinking Episodes	43	63	65

ns (Total Abstinence)   *ns* (Any Heavy Drinking)   *p*<.04 (6+ Heavy Drinking Episodes)
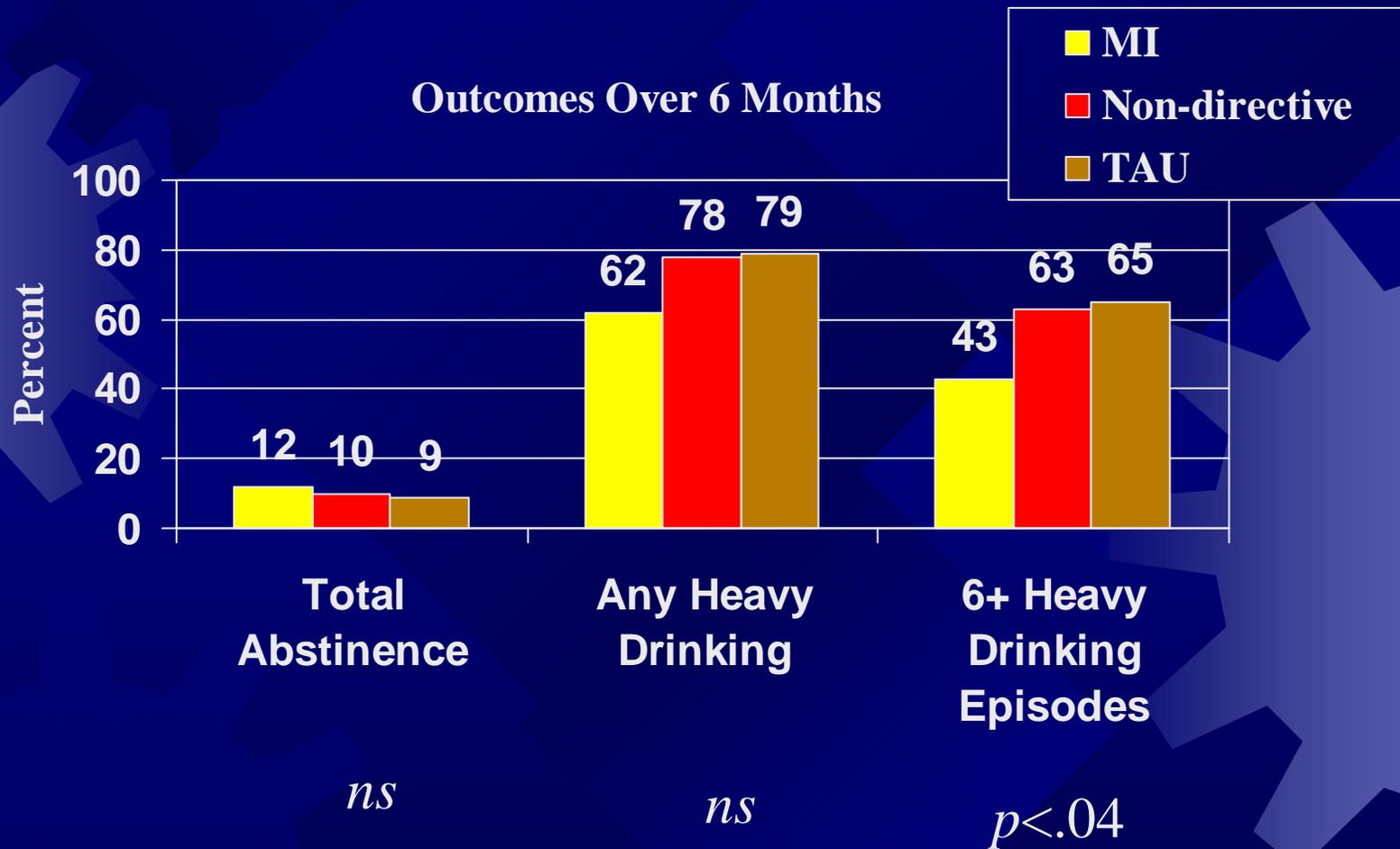
Unexpected Process Finding

Moyers, Miller & Hendrickson, JCCP, in press

* Counselor use of MI-consistent spirit and practices is positively associated with behavior change
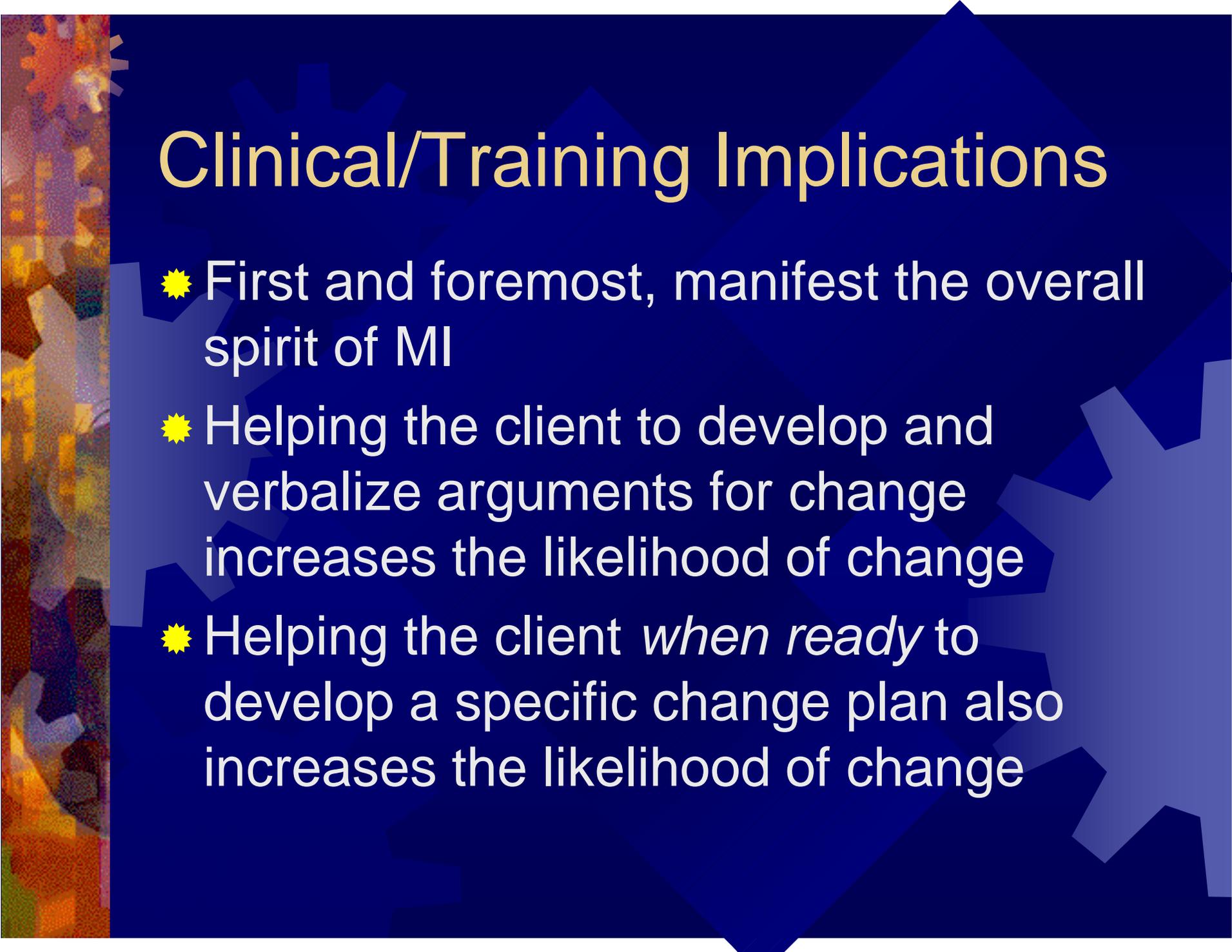
* Within MI, modest counselor use of *confront* responses is also *positively* associated with behavior change

* but *if and only if* the counselor also manifests the spirit of MI (empathy, etc.)

Clinical/Training Implications

* First and foremost, manifest the overall spirit of MI

* Helping the client to develop and verbalize arguments for change increases the likelihood of change

* Helping the client *when ready* to develop a specific change plan also increases the likelihood of change

In what ways do the Transition House Clients struggle with ambivalence?

What is your MI Goal to better support TH clients in change?

- ☀ Become a better reflective listener?
- ☀ Become more client-centered?
- ☀ Become more empathic?
- ☀ More small acts of caring?
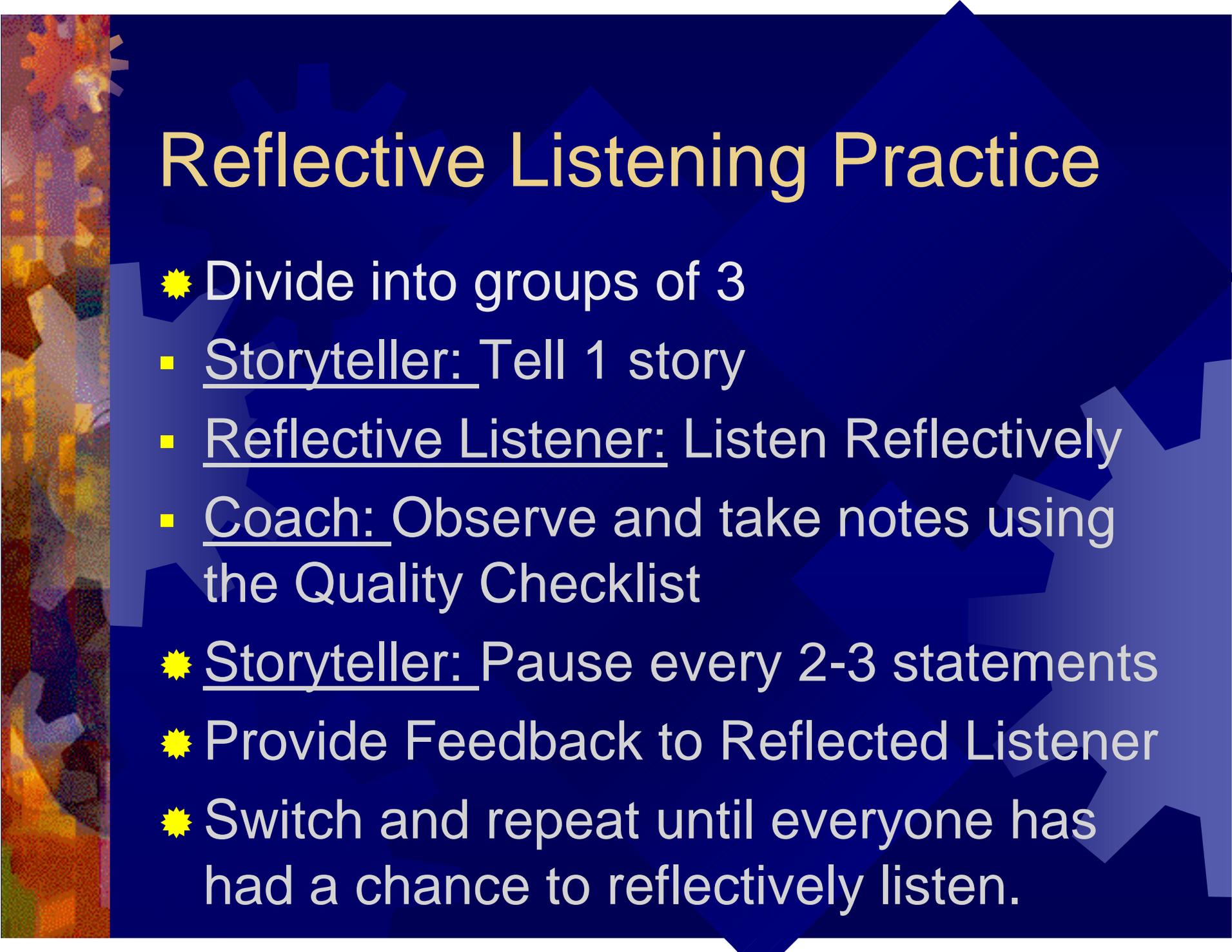- ☀ Be less directive?
- ☀ Be less confrontational?

4 Keys to MI

- ☀ Express Empathy
- ☀ Develop Discrepancy
- ☀ Roll with Resistance
- ☀ Support Self Efficacy

Open or Closed Questions

★ Let's try a few!

Reflective Listening Practice

* Divide into groups of 3

  ◻ <u>Storyteller:</u> Tell 1 story

  ◻ <u>Reflective Listener:</u> Listen Reflectively

  ◻ <u>Coach:</u> Observe and take notes using the Quality Checklist

* <u>Storyteller:</u> Pause every 2-3 statements

* Provide Feedback to Reflected Listener

* Switch and repeat until everyone has had a chance to reflectively listen.

Introduction to Video

How Hopeful are you for TH Clients?

* How can you increase your hopefulness?

* What do you think about what Bill Miller said about our expectations for clients?

Watch the expert!

- Make notes about when BM asks *open questions*….
- Does he show *empathy*?
- Does he *develop discrepancy?*
- *Roll with Resistance?*
- *Support Self-Efficacy?*

Now You Try!

- ✴ In pairs, practice your MI skills
- ✴ Develop your Character and share with the person that will be interviewing you.
- ✴ Switch

Take Aways….

- What was the most important thing that you learned today?
- What do you plan to do differently as a result of this training starting tomorrow?