



**UW PACC**

Psychiatry and Addictions Case Conference

UW Medicine | Psychiatry and Behavioral Sciences

# **MOTIVATIONAL INTERVIEWING: EVOKING CHANGE TALK**

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# SPEAKER DISCLOSURES

- ✓ Speaker has no conflicts of interest to disclose.

# PLANNER DISCLOSURES

The following series planners have no relevant conflicts of interest to disclose; other disclosures have been mitigated.

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# OBJECTIVES

1. List updates to MI literature from Drs. Bill Miller and Stephen Rollnick.
2. Describe the guiding spirit of Motivational Interviewing (MI).
3. Explain the MI change process (engaging, focusing, evoking, planning).
4. Recall fundamental MI skills (O.A.R.S.) for patient or client engagement.
5. Apply the evoking process to case examples by identifying change talk.

# MOTIVATIONAL INTERVIEWING

MILLER, W. R., & ROLLNICK, S. (2023). *MOTIVATIONAL INTERVIEWING: HELPING PEOPLE CHANGE AND GROW* (FOURTH EDITION.). GUILFORD PUBLICATIONS  
MILLER, W. R., & ROLLNICK, S. (2014). *MOTIVATIONAL INTERVIEWING : HELPING PEOPLE CHANGE* (THIRD EDITION.). GUILFORD PRESS.

## Third Edition

1. Emphasis on behavior change, especially in health and addiction contexts.
2. Introduced spirit of MI
3. Introduced four processes
4. Introduced change v sustain talk and DARN-CAT framework
5. Cultural considerations

## Fourth Edition

1. Broader scope including personal growth, development, and well-being, not only reducing problematic behaviors
2. Stronger emphasis on compassion as an active commitment to client or patient welfare. Continues with what MI “is not” (e.g. persuasion, manipulation)
3. Processes are recursive vs. linear
4. Guidance on responding to sustain talk-respect fluid clinical judgment.
5. Expanded discussion of cultural humility

**AMBIVALENT?**

**WELL YES**

**AND NO**

# SPIRIT OF MOTIVATIONAL INTERVIEWING



Compassion



Acceptance



Partnership



Evocation

# PROCESS OF MOTIVATIONAL INTERVIEWING

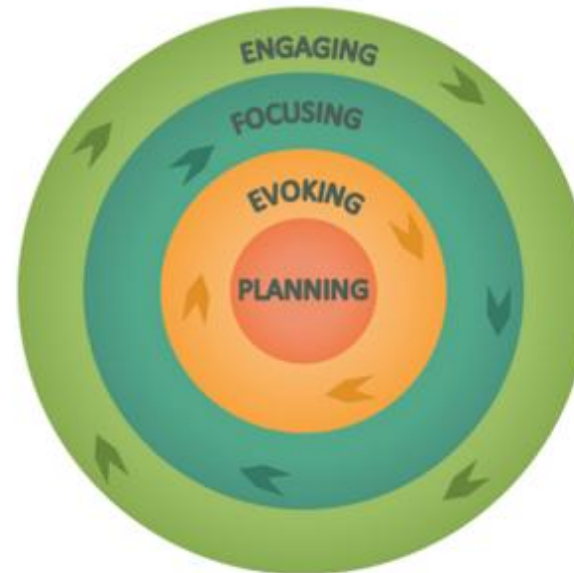
The four processes occur throughout an interaction and may be revisited at any time. Not every interaction ends with a plan. The four processes can be pictured as circles within circles because they are often revisited during an interaction or during a helping relationship.

**Engaging:** The process of building and supporting a relationship where trust and respect go both ways.

**Focusing:** The ongoing process of choosing and keeping a specific direction.

**Evoking:** Bringing out another's strengths, knowledge and ideas about the situation and themselves. This can include encouraging to explore.

**Planning:** Being with someone while they form specific actions to take.



Definitions of Motivational Interviewing and the Four Processes adapted from Miller W, Rollnick S. *Motivational Interviewing: Helping people change*. 3rd ed. New York: Guilford Press; 2012.

# BEGIN WITH AND LEAN INTO OARS WHEN FACED WITH RESISTANCE



# TYPES OF TALK

- Resistance
  - Sustain
  - Change
- Commitment

**HOLD FOR MENTIMETER SURVEY**



# Increase Change Talk

## **DARN-CAT**

Change talk is at the heart of MI. We want to elicit—

- Preparatory change talk
  - **D**esire: I want to change.
  - **A**bility: I can change.
  - **R**eason: It's important to change.
  - **N**eed: I should change.
- Implementing change talk
  - **C**ommitment: I will make changes.
  - **A**ctivation: I am ready, prepared, willing to change.
  - **T**aking steps: I am taking specific actions to change.

# Strategies to Evoke Change Talk



## Ask Evocative Questions

Ask open-ended questions, the response is often change talk



## Explore Decisional Balance

Ask for the good things about status quo, then ask for the not-so-good things



## Ask for Elaboration

When change talk theme emerges, ask for more detail.



## Ask for Examples

As a change talk theme emerges, ask for more examples. When was the last time that happened? Give me an example. What else?



## Look Back

Ask about a time before the current concern emerged. How were things better or different?

# Strategies to Evoke Change Talk



## Look Forward

Ask what may happen if things continue as they are or change. Try the miracle question.



## Query Extremes

What are the worst things that could happen if you don't make this change? What are the best things that might happen if you do make this change?



## Use Change Rulers

Scales of 1-10 rooted in assessing patient perception of need, desire, ability, or commitment.



## Explore Goals and Values

Ask what do you want in your life? How does a particular problem fit with one's values?



## Approach Alongside

Perhaps \_\_\_\_\_ is so important to you that you won't give it up, no matter what the cost (form of paradox, only use if confident in receptivity).

## Case of Halima



Halima is a 45 year-old woman who identifies with Arab heritage and has been experiencing significant anxiety since giving birth to her son 9 years ago. Her primary care provider no longer wants to prescribe the benzodiazepine she has been taking for the past several years. Halima is referred to a behavioral health consultant for counseling and coping strategies for anxiety.

Which statements are representative of evoking change talk?

- a) What is helpful in taking Xanax, and what is not so helpful?
- b) Xanax is an anxiety band-aid. It is not a long-term solution or treatment for your concerns.
- c) Tell me about your understanding of the effects of Xanax use over time.
- d) What have you thought about doing related to your use of Xanax?

## Case of David



David is a 62-year old man who identifies as Mexican American and has been unemployed for the last year after experiencing a work-related injury. His primary care doctor recommends he talk with a behavioral health consultant. David reports has been drinking beer every night because its it the only thing that helps curb his worried thoughts about making ends meet so he can fall asleep.

Which statements are representative of evoking change talk?

- a) Tell me about a time in your adult life when you slept well and perhaps worried less than you do now. What was different then from how things are now?
- b) What is important to you in your life now and how do you want to be spending your time?
- c) Abstaining from alcohol may be the best option, so let's focus on that ok?
- d) What is the worst thing that could happen if you decreased the amount of beer you drink at night and what might be the best thing that could happen?

## Case of John



John is a 42-year-old single male who identifies as mixed race. His doctor recommended that he see you after a work-related injury for some help adjusting back to his daily activities. John tells you his friend gave him some pain pills. He's worried that he's using them more than he should, but that he needs them for his pain. His DAST screening indicated "risky" drug use.

- ▶ What are some examples of evoking change talk?
  - ▶ What is the best part about using the meds your friend has given you, what is the worst possible consequence of using the meds your friend has given you?
  - ▶ Help me understand what your career and life goals are in the near future.
  - ▶ What would you be doing differently during a typical day if the pain from your injury disappears?

# WHAT IS NEXT?

- Brief Action Planning
  - SMART Goal Planning
  - Homework
  - Follow up
- Try something different if the plan doesn't work. The plan is likely the problem, not the person.

# RESOURCES

## To read:

- Miller, W. R., & Rollnick, S. (2023). *Motivational Interviewing: Helping People Change and Grow* (Fourth edition.). Guilford Publications (free e-book via UW library).

## To learn:

- Centre for Collaboration, Motivation, & Innovation: <https://centrecmi.ca/>

## To practice:

- Intelligent Tutoring System <https://bhss-wa.psychiatry.uw.edu/discover-its/>

## To discuss:

- Contact Information:
  - Bill O’Connell, EdD: [woconn@uw.edu](mailto:woconn@uw.edu)
  - BHSS Workforce Development Project: <https://bhss-wa.psychiatry.uw.edu/>