

Behavioral Health &
Wellness Program



DIMENSIONS: Motivational Interviewing for Health Disparities Populations



Department of Psychiatry

SCHOOL OF MEDICINE

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Training Objectives

- Explore ways to enhance behavior change in health disparity populations using the Motivational Interviewing (MI) approach
- Learn about the MI heart set, processes & skills
- Observe engagement and evocation strategies in clinical conversations





To maximize access to tobacco cessation services





We need to tailor our interventions for health disparity populations





Typical Tobacco Cessation Intervention

Questions to Consider

- 1) How did this interaction go?
- 2) How did you feel as you watched this interaction?
- 3) What do you think it was like for Maria?
- 4) Do you think Maria will change her behavior?



What is Motivation?

An aerial photograph of ocean waves, showing white foam and deep blue water. The waves are moving from the top left towards the bottom right.

Motivation is an ever-shifting state that is needed for change. Motivation increases and decreases in response to the behavior of the people around them.

Stages of Change

Stage	Definition	Intervention
Pre-contemplation	Not considering changing	Educate/inform
Contemplation	Thinking about making a change	Encourage/motivate
Preparation	Actively considering changing in the immediate future or within the next month	Assist with goal setting
Action	Making overt attempts to change	Provide support, assist as needed to overcome barriers
Maintenance	Made changes for longer than six months	Continued support, set new goals when ready



Why don't people want to change?

Change can be hard



Ambivalence is a normal part of change





What is MI?

MI is a particular way of having a conversation about change so that it is the client rather than the clinician who voices the arguments for change.

– Miller & Rollnick (2013)

Motivational Interviewing

Motivational Interviewing is a collaborative conversation style for strengthening a person's own motivation and commitment to change

It's a way of *being* versus a way of *doing*





MI Around the World



MI Spirit

Hold open space

A close-up photograph of a woman with dark curly hair pulled back, smiling warmly and looking towards a man whose profile is visible in the foreground on the left. The background is bright and out of focus.

MI Spirit

Listen more than you talk

Respect the individual's
autonomy

MI Spirit

The Key to MI

Adopt the right “heart-set.” This includes:



Partnership

Active collaboration

Acceptance

Non-judgmental

Compassion

Focus on well-being

Evocation

Strengths and resources



Primary Goal of MI

Interact with a person in a way that increases motivation to change and evokes change talk

Change talk is a person's own statement that favors change



Four Processes in MI

Planning

Evoking

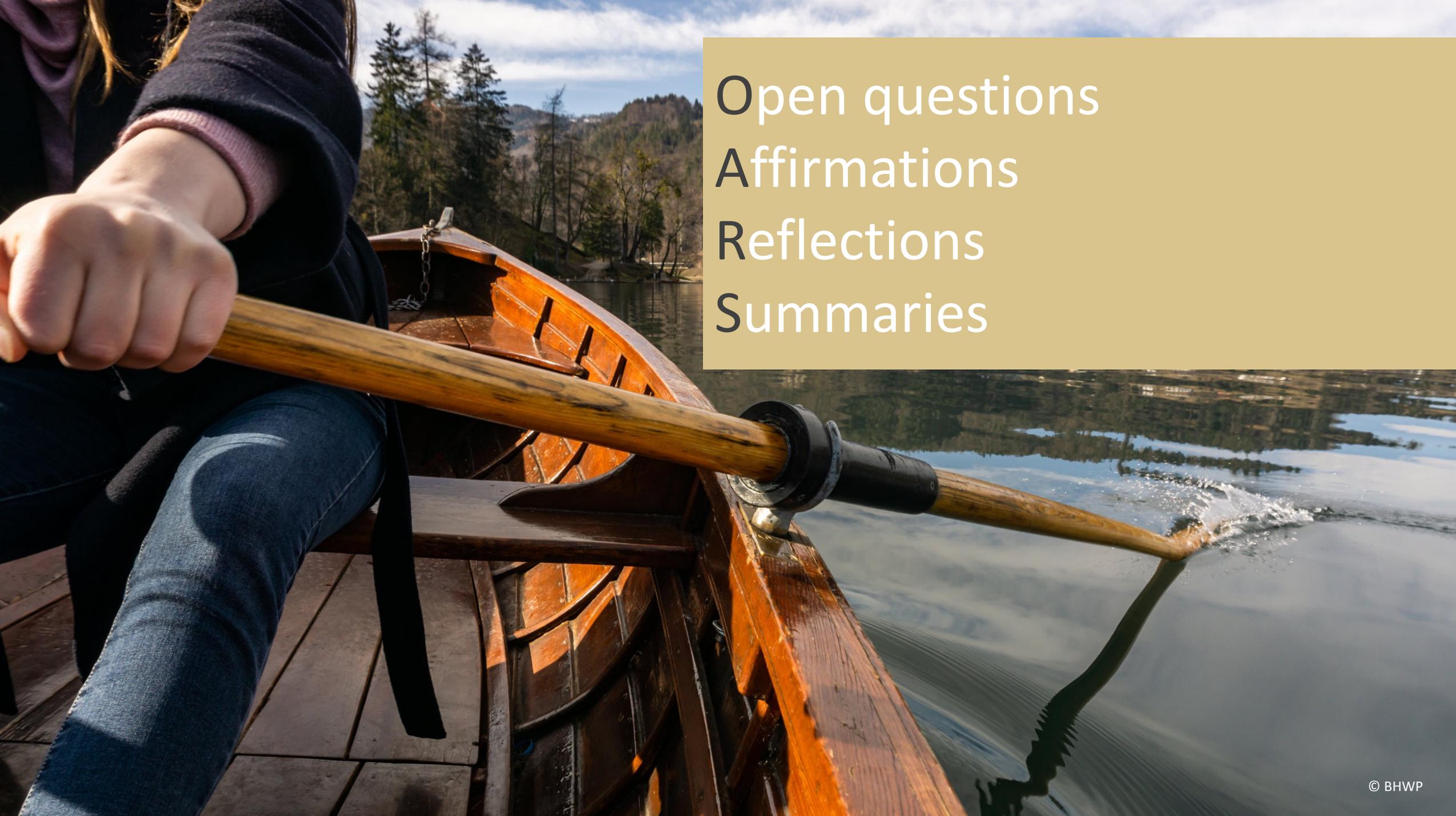
Focusing

Engaging





**What are the core
MI skills?**



Open questions
Affirmations
Reflections
Summaries

Open Questions

- Difficult to answer with brief replies or simple “yes” or “no” answers
- Allow for a fuller, richer discussion
- Conversational door-openers that encourage people to talk, using their own words
- Keeps the conversation focused on the individual



Closed Questions

“Do you want to quit smoking?”

What are your reasons to stop smoking?

What do you need to change to make this an open-ended question?



Closed Questions

“Did you know that exposure to second-hand smoke is bad for your children?”

What do you know about the health effect of second-hand smoke on your children?

What do you need to change to make this an open-ended question?

Affirmations

- Statements or gestures that recognize a person's strengths
- Lead in the direction of positive change
- Confidence-builders
- Must be genuine and congruent
- Use sparingly — a little goes a long way



Affirmations

Renata smokes a lot – both her parents smoked and it comforts her. She knows it isn't good for her and is tired of her wife, Alicia, reminding her of it. She realizes that her smoking negatively impacts her health. No doubt her constant cough and high blood pressure are evidence of its effect. At some point, she knows she will change her behavior, but just not yet. Indeed, with all the other things happening in her life, smoking is the one thing she does just for herself. While she's not quite ready to quit completely, she's been able to cut down to one pack/day. She's also started to take walks while she smokes so she doesn't expose Alicia to her second-hand smoke. She knows Alicia's right when she brings up her concerns, but it still makes Renata feel angry.



Affirmations

What are some strengths that you see in Renata?

Self-awareness

Self-care

Desire to change

Independent

Wants to be healthy



Affirmations

Based on the strengths you identified for Renata, write down one affirmation you would want to offer her

“You have good insight into what you need and want.”

“You are independent and know what’s right for you.”

Reflections

Reflective Listening:

- Is listening to the words that are said and the meaning behind them
- Keeps people thinking and talking
- Demonstrates that you seek to understand what has been shared
- Forces you to listen carefully—you can't reflect if you are not paying attention



Reflections

Reflections allow the person to:

- Voice thoughts or feelings they may not have talked about before
- Feel understood
- Feel accepted without judgment
- Hear their thoughts and feelings restated



Reflection Statement

“I’ve tried at least fifteen times to quit smoking and failed every time.”

“You’ve gained a lot of experience really trying to quit on your own.”

What reflection statement could you respond with?

Reflection Statement

“I’ve got cancer for heaven’s sake. There isn’t a day that goes by that I don’t kick myself for smoking, but really, what’s the point in quitting now? It’s too late for me.”

“If you wish you had help, you might want to say.”

What reflection statement could you respond with?



Summaries

Summaries allow people to:

- Recall the conversation
- Think of new ideas
- Transition from one theme to another
- Plan their next steps
- Feel more confident moving forward



Summary Statement

“You’ve been smoking a long time and it’s something that comforts you. However, you worry about what cigarettes are doing to your health. You want to be healthy and have even considered quitting. In fact, you’ve cut down on your smoking and increased your physical activity.”





MI Tobacco Cessation Intervention

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