DIMENSIONS: Motivational Interviewing for Health Disparities Populations
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?
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

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

Listen more than you talk
Respect the individual’s autonomy
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

- Engaging
- Focusing
- Evoking
- Planning
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 through your quit attempts.”

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 thought it would help, you might want to quit.”

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
Behavioral Health & Wellness Program

303.724.3713
bh.wellness@ucdenver.edu
www.bhwellness.org