

Motivational Interviewing

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What is motivational interviewing?

Motivational interviewing has been defined as “**a collaborative conversation style for strengthening a person’s own motivation and commitment to change**”¹



This technique has its roots in treating substance misuse¹ and has been **successfully used across a broad range of psychiatric and medical subspecialties**,¹ including cardiology²

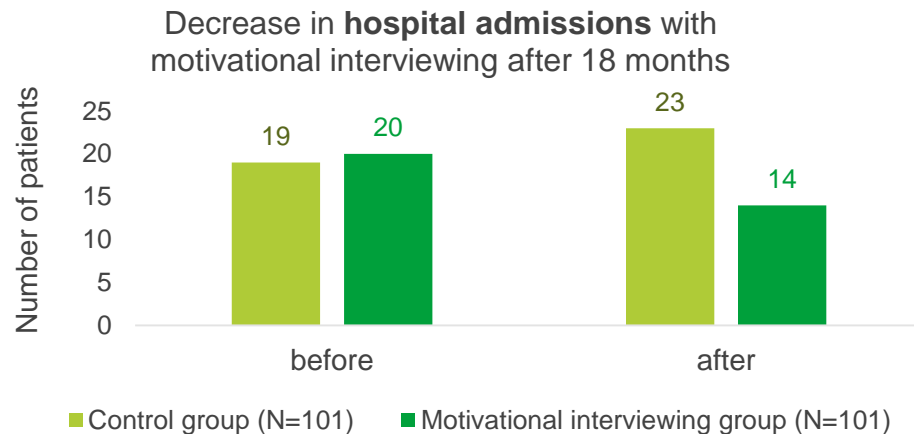


Motivational interviewing is used in diverse medical fields

Motivational interviewing has improved patient outcomes in a broad range of medical subspecialties, including psychiatry and cardiology^{1,2}

Psychiatry¹

Study evaluating whether motivational interviewing in combination with psychoeducation affects the relapse rate of people with psychosis. Hospital admission was considered a proxy for relapse.

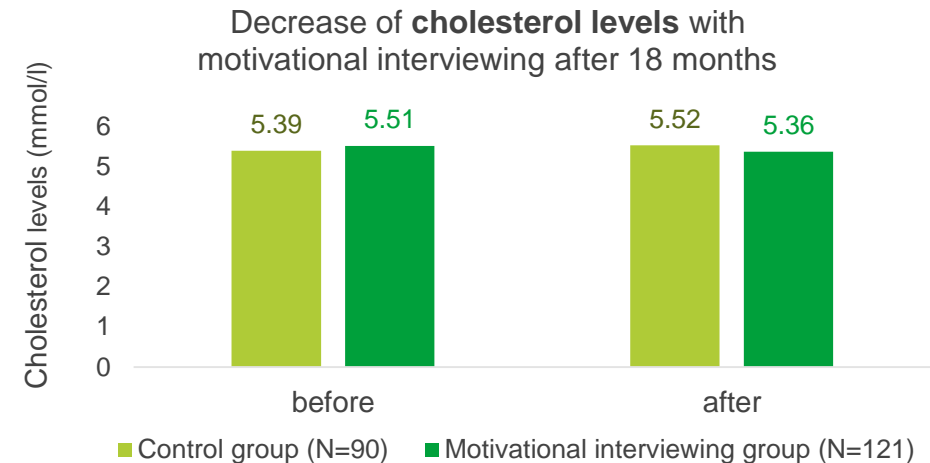


Results

Motivational interviewing in combination with psychoeducation **reduced relapse frequency**.

Cardiology²

Study evaluating the effectiveness of motivational interviewing on cardiovascular disease risk factors in primary-care patients.



Results

The motivational interviewing group showed **decreased cholesterol levels** ($P = 0.015$) compared to the control group.

Key interactive elements of motivational interviewing

Collaborate with patients, family, caregivers, and care team throughout the patient journey

1 Engaging

Establish rapport by demonstrating your personal interest in the patient

2

Goal-setting

Collaborate with the patient to identify attainable goals meaningful to them and the discrepancies between these goals and current behavior

3

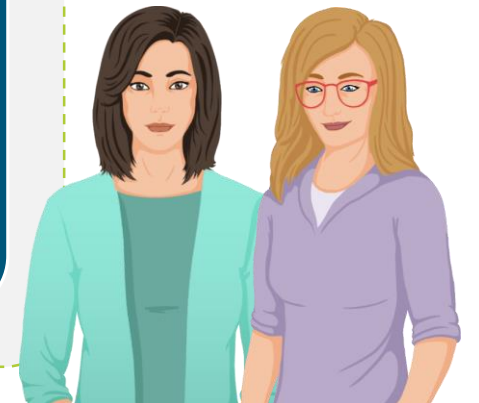
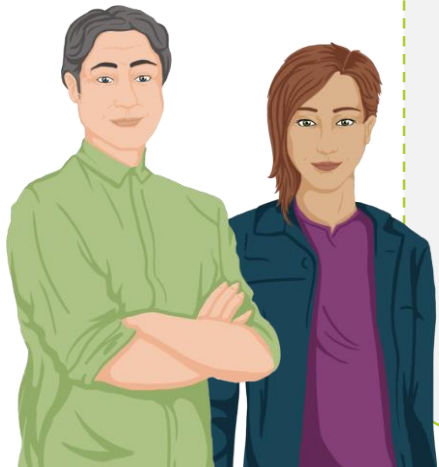
Motivating

Elicit the patient's motives for change

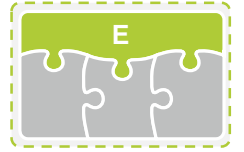
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Planning

Develop short- and longer-term plans that initiate and maintain change



Engaging: definition and suggestions



Definition

Establish rapport by demonstrating your personal interest in the patient¹

Tips^{1,2}

Take an active listening stance²

Ask open-ended questions²

Establish rapport by clearly expressing your interest in the patient's story¹

Acknowledge the clinician's role as supportive coach²



Give patients the opportunity to tell their story from their perspective without rushing²

Reference previous conversations²

Acknowledge the patient's lived experience with their disorder²

Engaging

Goal-setting

Motivating

Planning

Goal-setting: definition and suggestions



Definition

Collaborate with the patient to identify attainable goals meaningful to them and identify discrepancies between these goals and current behavior¹

Tips¹⁻⁴

Identify how the patient makes sense of their symptoms and treatment approach¹

Empower patients during decisions about treatment approaches (eg, “Would you like to give it a try? If you don’t want it again, you don’t have to”)²

Ensure alignment with patients, caregivers, and the entire treatment team on treatment options and goals³



Encourage patients to reflect on their own goals, values, and willingness to change⁴ (This varies from person to person and may take considerable time Explain to patients that they are “in the driver’s seat” and that you are there to help them “navigate”)

Try to direct the course of the conversation in such a way that the patient relates their goals and values to the target behavior (eg, long-term medication adherence)⁴

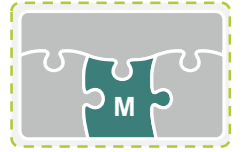
Engaging

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Motivating: definition and suggestions



Definition

Elicit the patient's motives for change¹

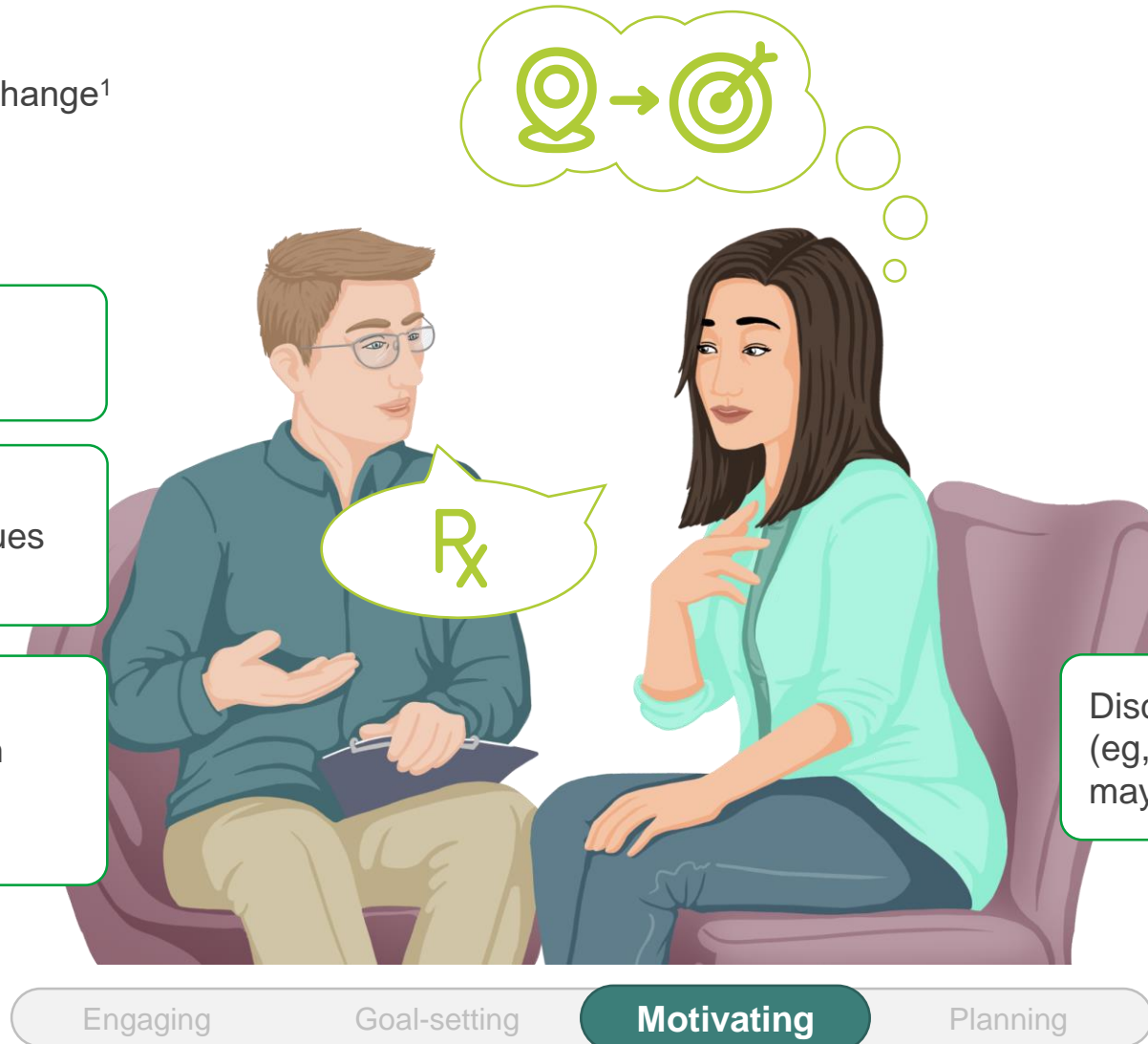
Tips¹⁻³

Explore challenges or barriers articulated by the patient²

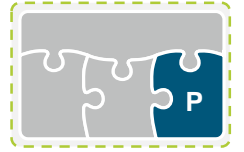
Allow patients to express their values and then link these values to medication adherence²

Discuss advantages and disadvantages associated with new treatment approaches aligned with patient goals³

Discuss patients' autonomy (eg, by talking about how treatment may contribute to independence)¹



Planning: definition and suggestions



Definition

Develop short- and longer-term plans to initiate and maintain change¹

Tips¹⁻³

Work with the patient to create a concrete plan that fits the patient's actions and strategies for reaching their goals¹

Break down longer-term goals into shorter-term subgoals²

Identify and address potential risks and triggers impeding achievement of goals¹

Identify opportunities for maintaining behaviors that lead to desired goals³



Engaging

Goal-setting

Motivating

Planning

Reaching the goal



Engaging with patients is a clinical skill that **remains important** throughout goal-setting, motivating, and planning.

This process will be difficult for some patients, and obstacles along the way are to be expected. These obstacles will make it necessary to **re-engage at various points** and potentially **revisit** other steps of the process, for instance by changing goals or adapting plans in order to fit the circumstances.



This is not the end. It is not even the beginning of the end. But it is, perhaps, the end of the beginning.



(Winston Churchill, 1942)

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