



Opioid Addiction Treatment ECHO

For Providers and Primary Care Teams

at Neighborhood health Centers of the Lehigh Valley

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Introduction to Motivational Interviewing (MI)

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Disclosures

Eric Arzubi has no financial conflicts of interest to disclose

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Objectives

- What is Motivational Interviewing (MI)?
- What are the stages of change?
- How do you begin to implement MI?

What is MI?

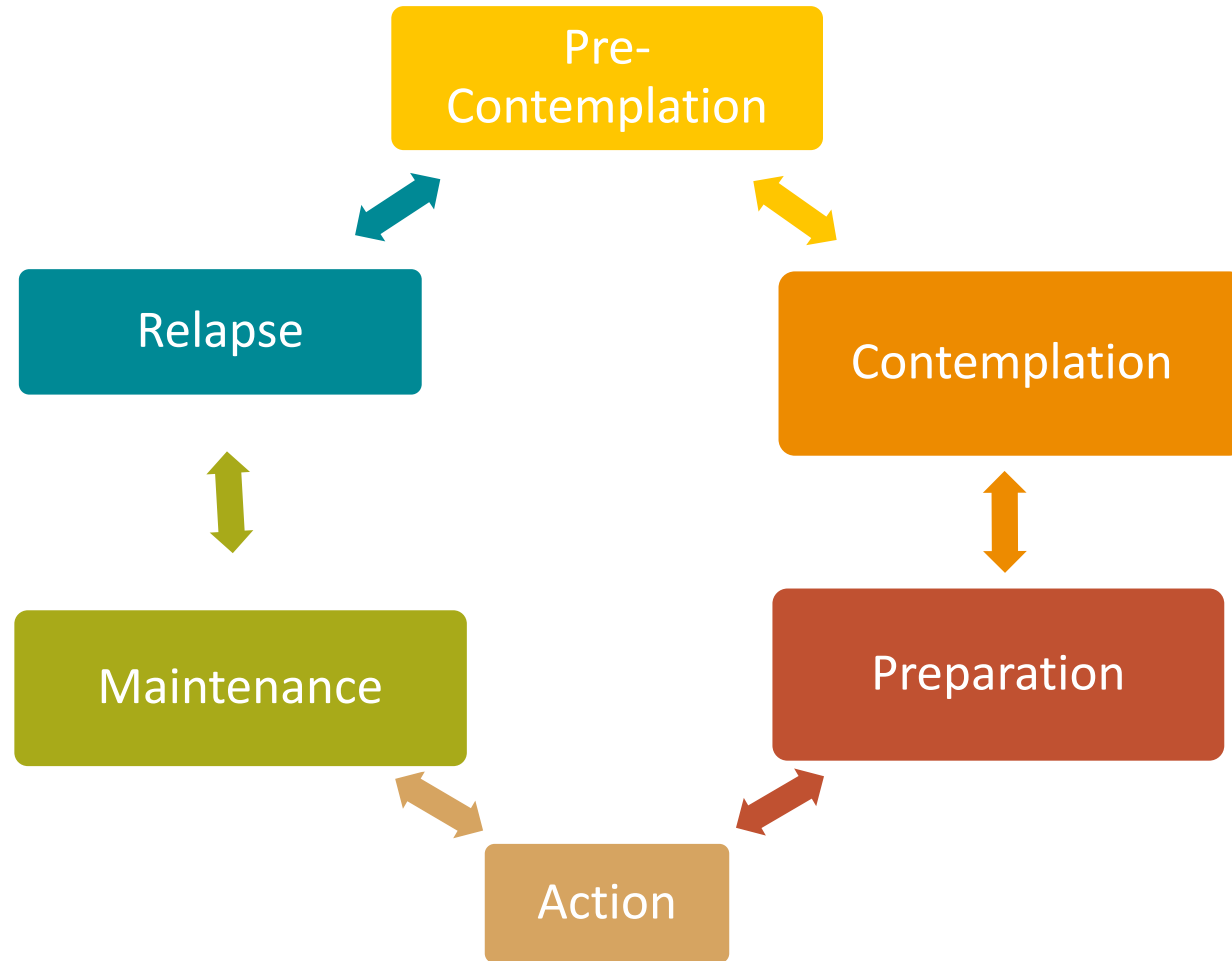
Goal

- To elicit and strengthen a person's own motivation and commitment to **change**.

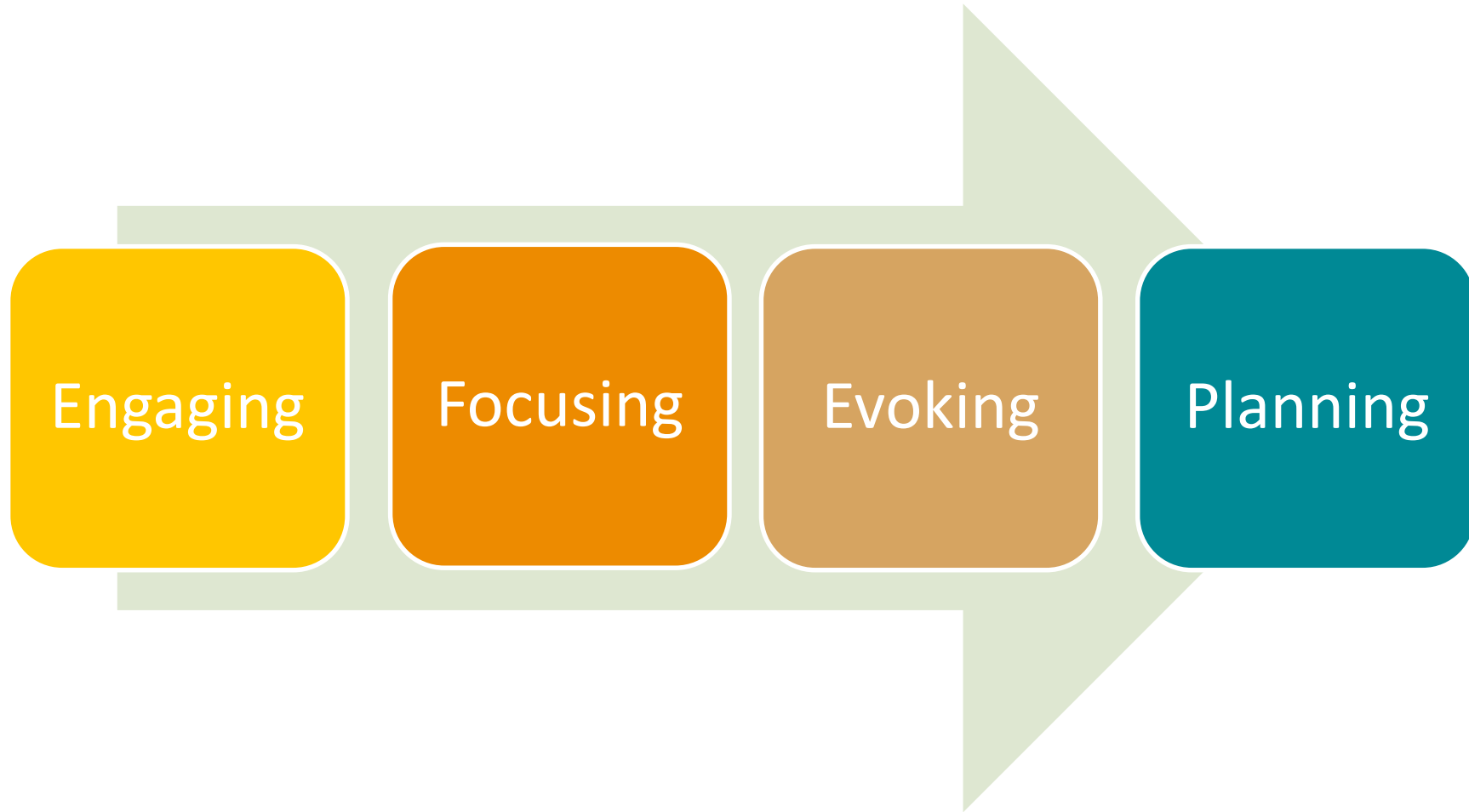
Approach

- Compassionate, collaborative, person-centered, and guiding conversation.

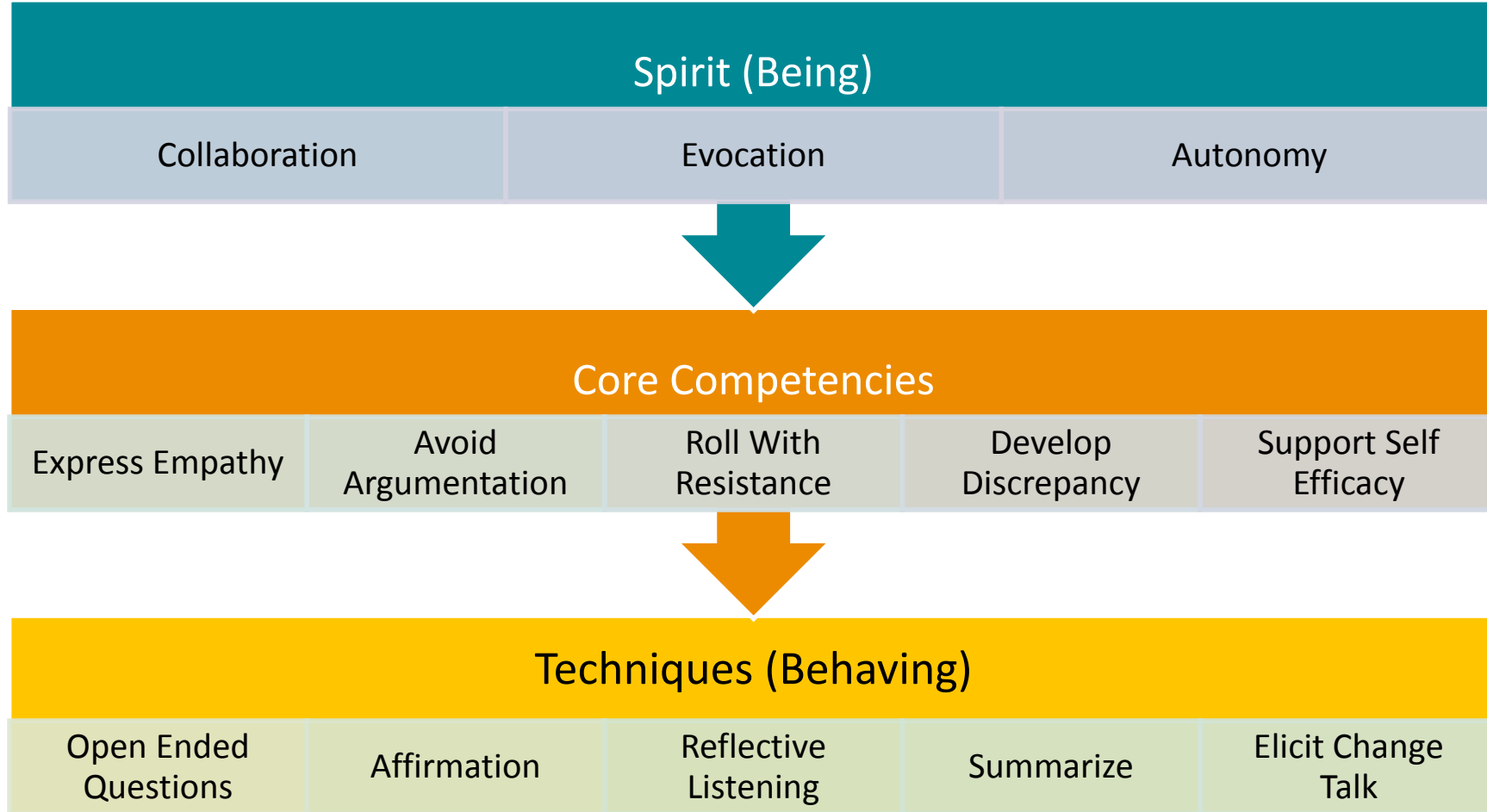
Stages of Change



The MI Roadmap



The MI Toolbox



Stages of Treatment vs. Stages of Change

Motivational Interviewing

- Pre-Contemplation
- Contemplation
- Preparation

Treatment

- Action

Relapse Prevention and Management

- Maintenance
- Relapse



“How do I Even Begin?”

- Check yourself – are YOU ready for this?
 - Be humble
 - Be curious
 - Don’t judge
 - Assume nothing
- Your PATIENT is your EXPERT CONSULTANT in this process.
 - Your goal is to uncover your patient’s expertise

“How do I Even Begin?”

- Before getting lost in MI jargon and a checklist approach, ask yourself:
 - “Am I curious about my patient?”
 - “Do I have a sense of my patient’s values and aspirations?”
- Connecting the answers to these questions can help promote change behaviors.



“Do I Understand My Patient?”

- What was your patient’s childhood like?
- What does a day in your patient’s life look like?
- Who does your patient call when in distress?
- Who or what does your patient love?
- Does your patient have hopes and dreams for the future?
- What culture/s does your patient belong to?



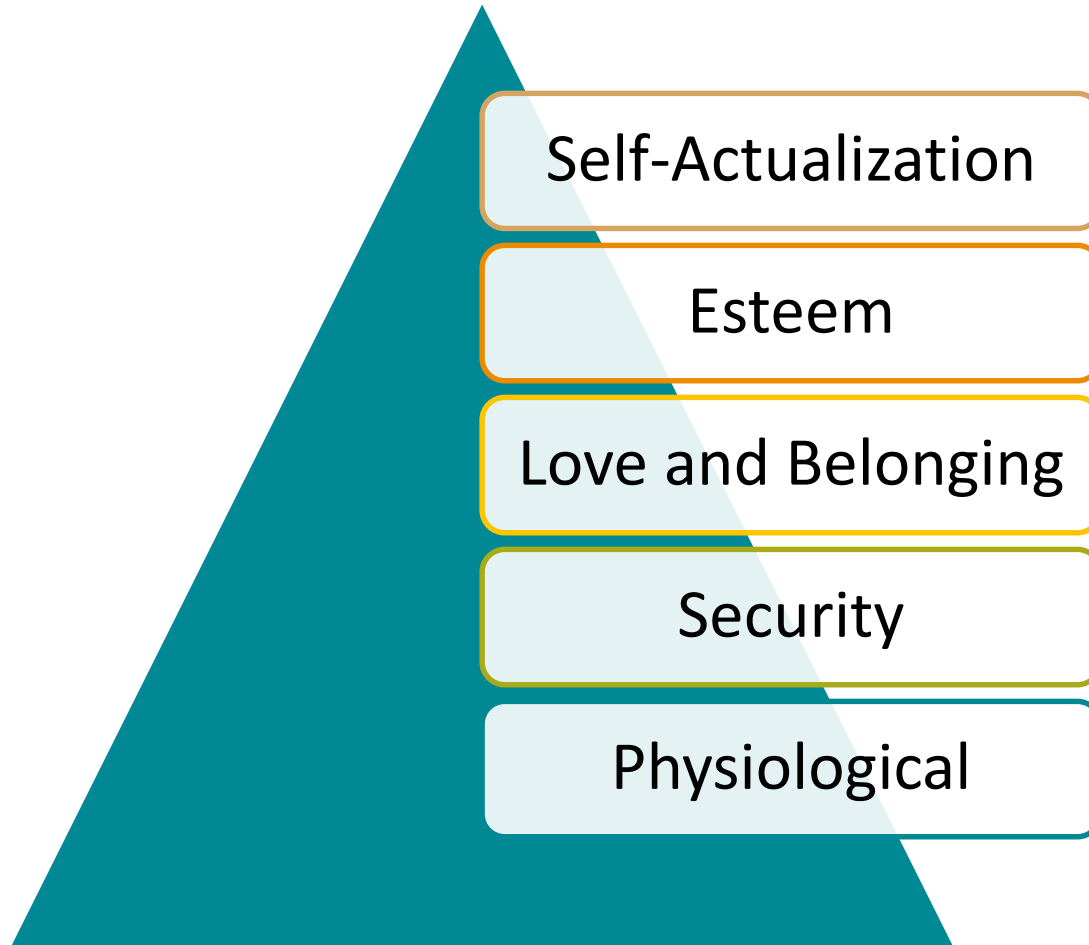


“What Motivates My Patient?”

- No one is unmotivated
- Everyone has core goals and values
- Maslow’s hierarchy of human needs may help:
 - Physiological
 - Security
 - Love and belonging
 - Esteem
 - Self-actualization



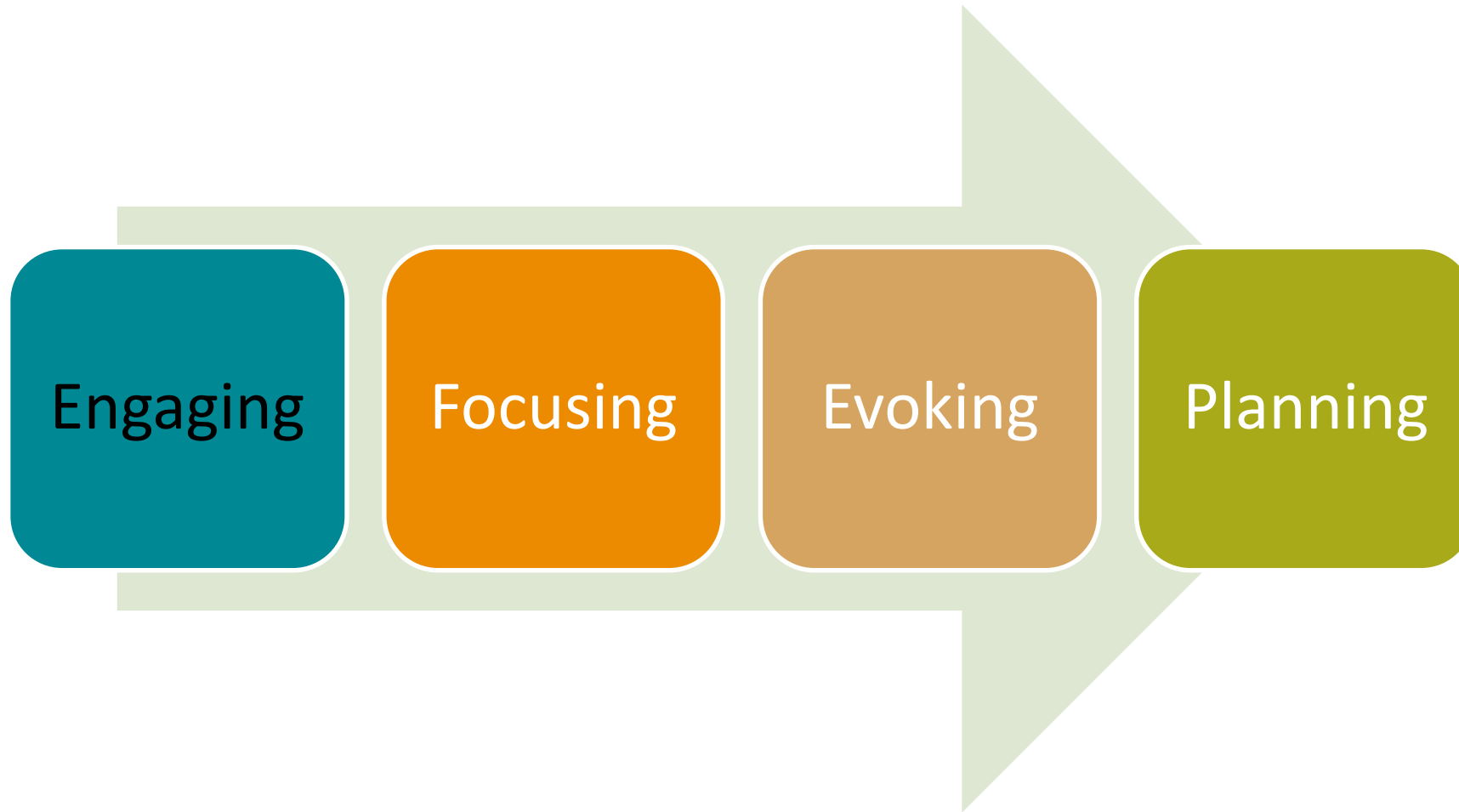
Hierarchy of Needs



“When do I Start?”

- By understanding your patient, you’ve already started MI!
 - Remember, there are 4 underlying processes in MI:
 - Engaging
 - Focusing
 - Evoking
 - Planning

The MI Roadmap



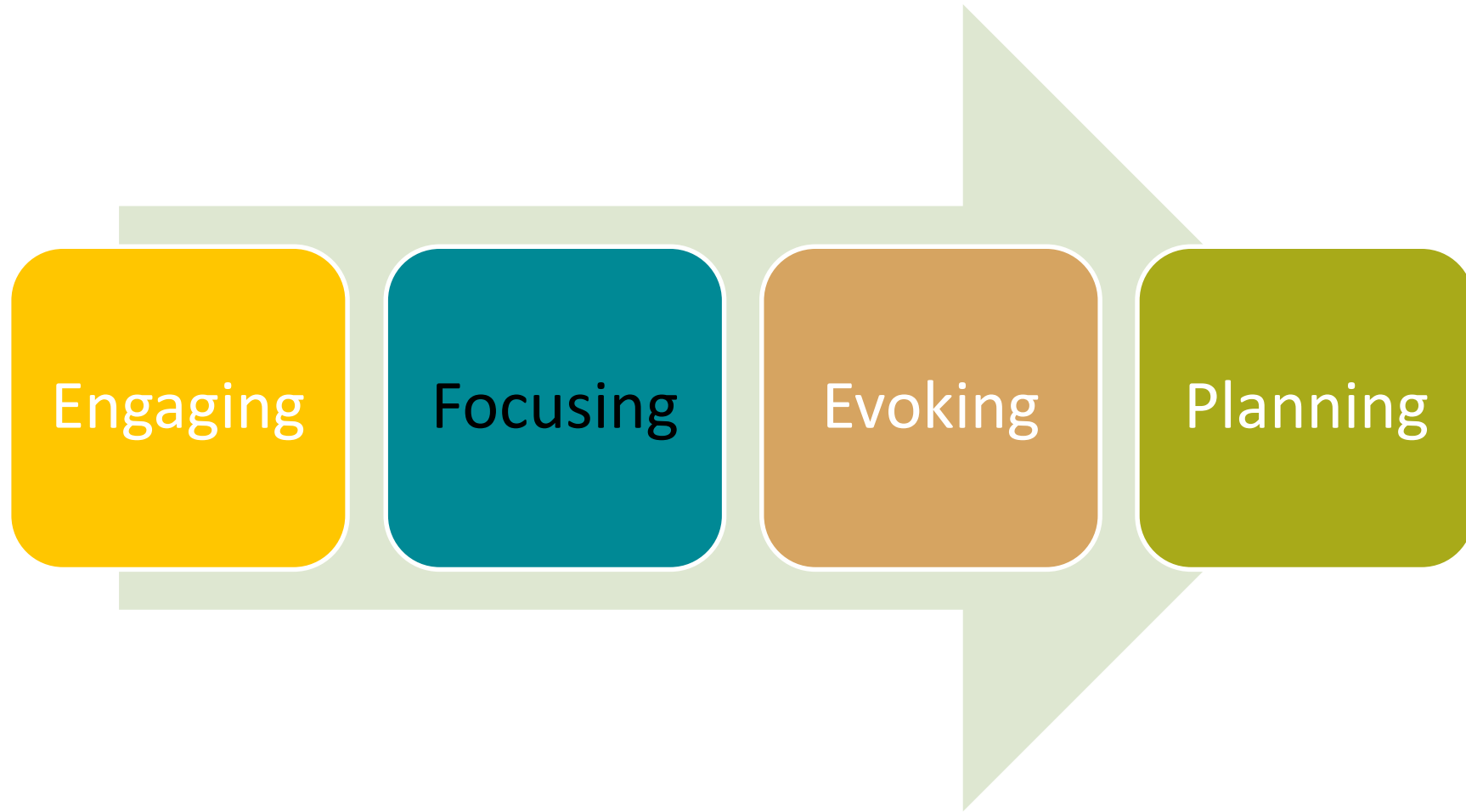
Engaging

Focusing

Evoking

Planning

The MI Roadmap



The MI Roadmap

Engaging

Focusing

Evoking

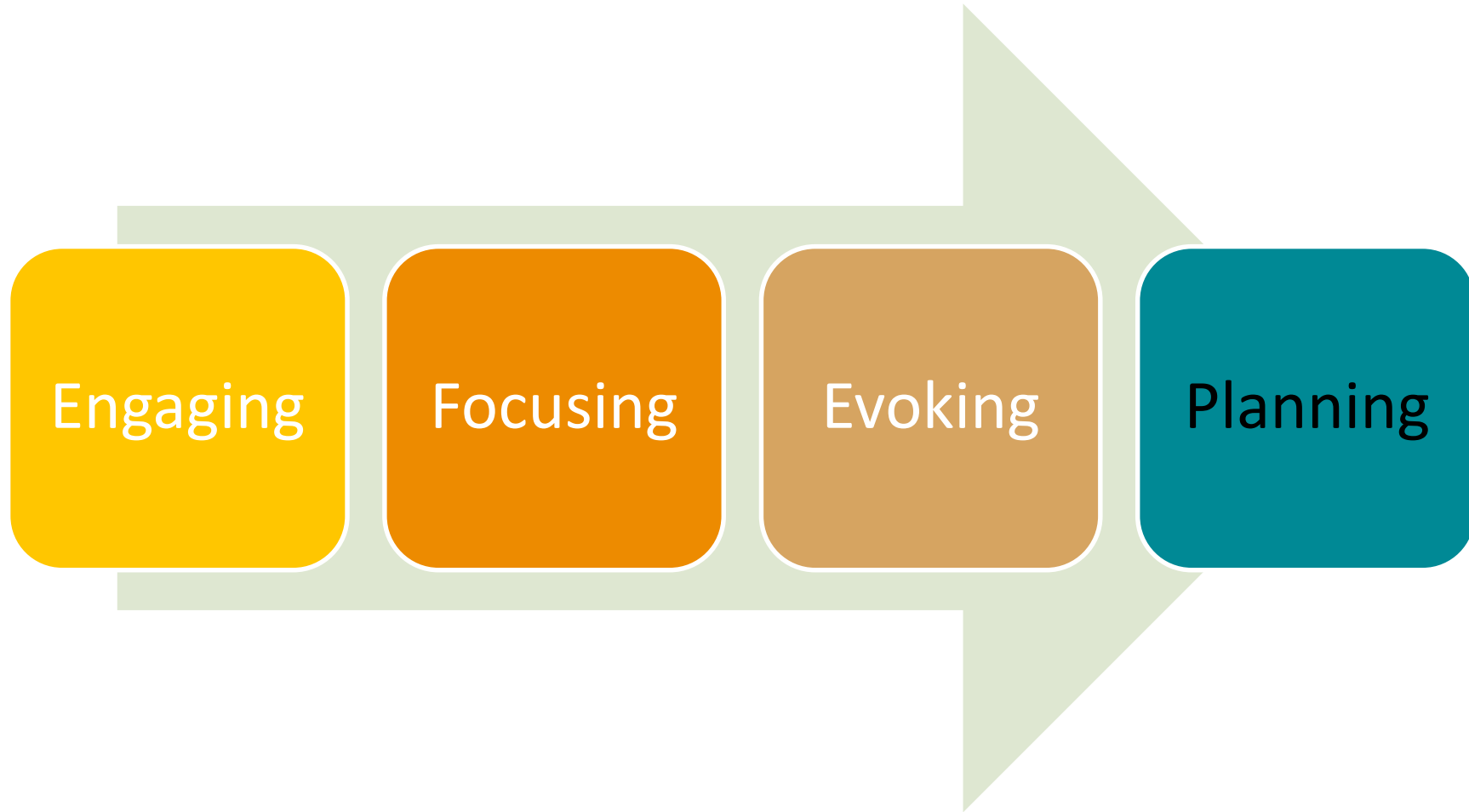
Planning



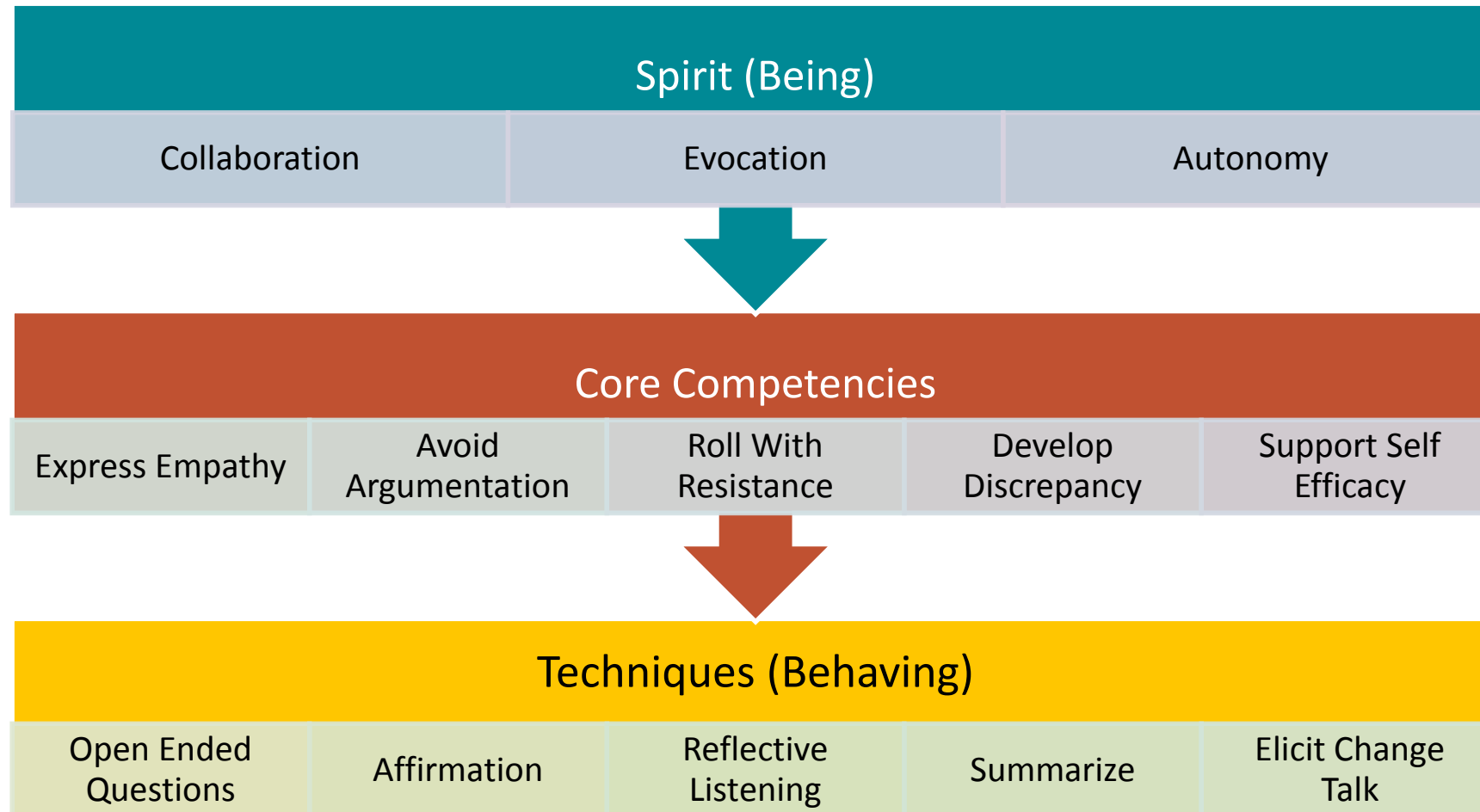
Two Pearls for Evoking

- Assessing readiness for change:
 - “On a scale of 0 to 10, how important is it for you to _____?”
 - “Why did you say ___ and not zero?”
 - “On a scale of 0 to 10, how confident are you that you can _____?”
 - Let’s say that your patient answered “three”.
 - “What would it take to go from a three to a four?”

The MI Roadmap



The MI Toolbox



In Sum

- MI is designed to activate patient's own motivation for change.
- Motivation for change is malleable and formed in context of relationships.
- MI connects health behavior change with what your patient cares about.
- We all tend to believe what we hear ourselves say; elicit change talk in your patient.