



# Opioid Addiction Treatment ECHO

## For Providers and Primary Care Teams

### at Neighborhood health Centers of the Lehigh Valley

This project is supported by the Health Resources and Services Administration (HRSA) of the U.S. Department of Health and Human Services (HHS) under contract number HSH250201600015C. This information or content and conclusions are those of the author and should not be construed as the official position or policy of, nor should any endorsements be inferred by HRSA, HHS or the U.S. Government.





# Introduction to Motivational Interviewing (MI)

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# Disclosures

Eric Arzubi has no financial conflicts of interest to disclose

Abby Letcher has no financial conflicts of interest to disclose





# Objectives

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



# What is MI?

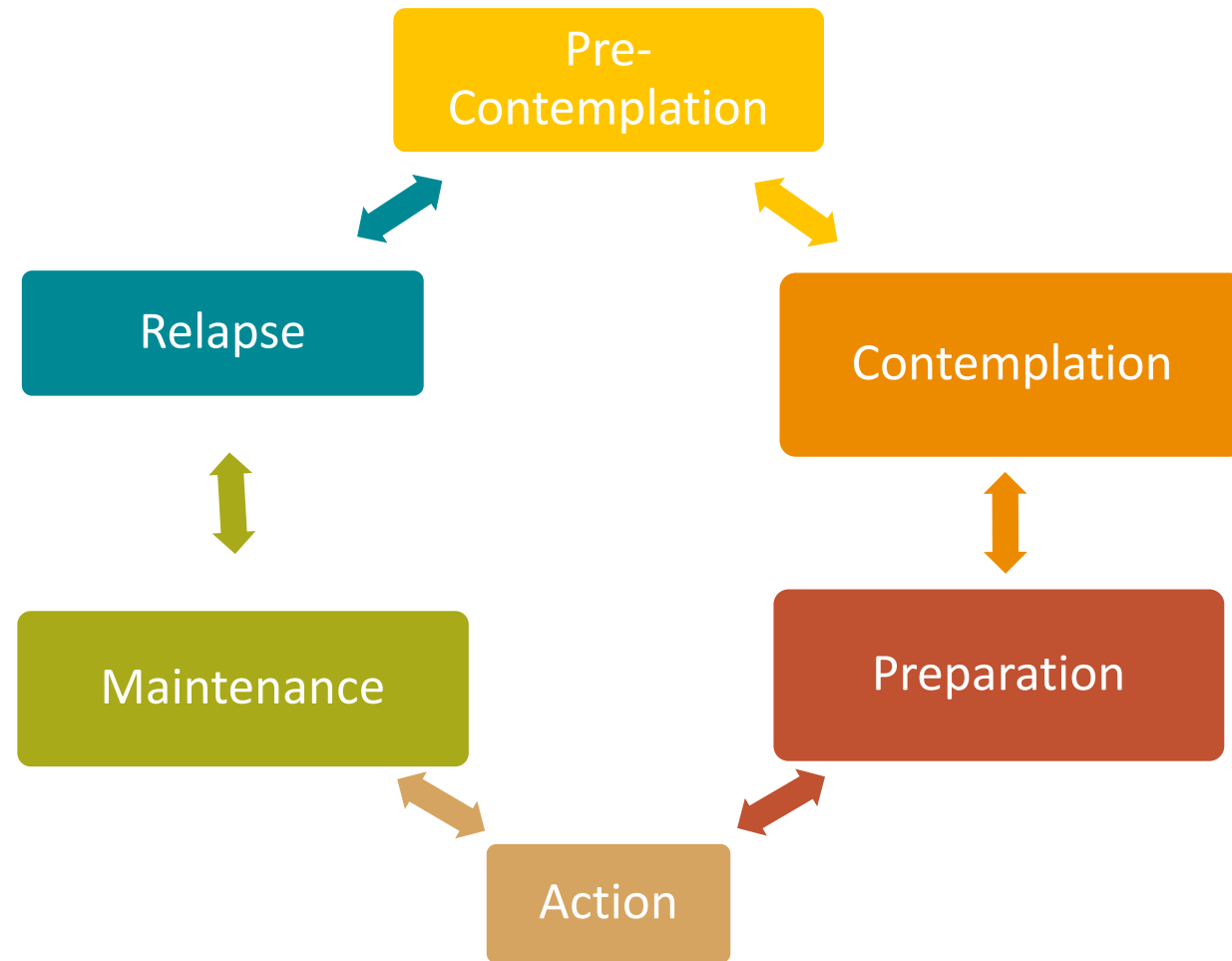
## Goal

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

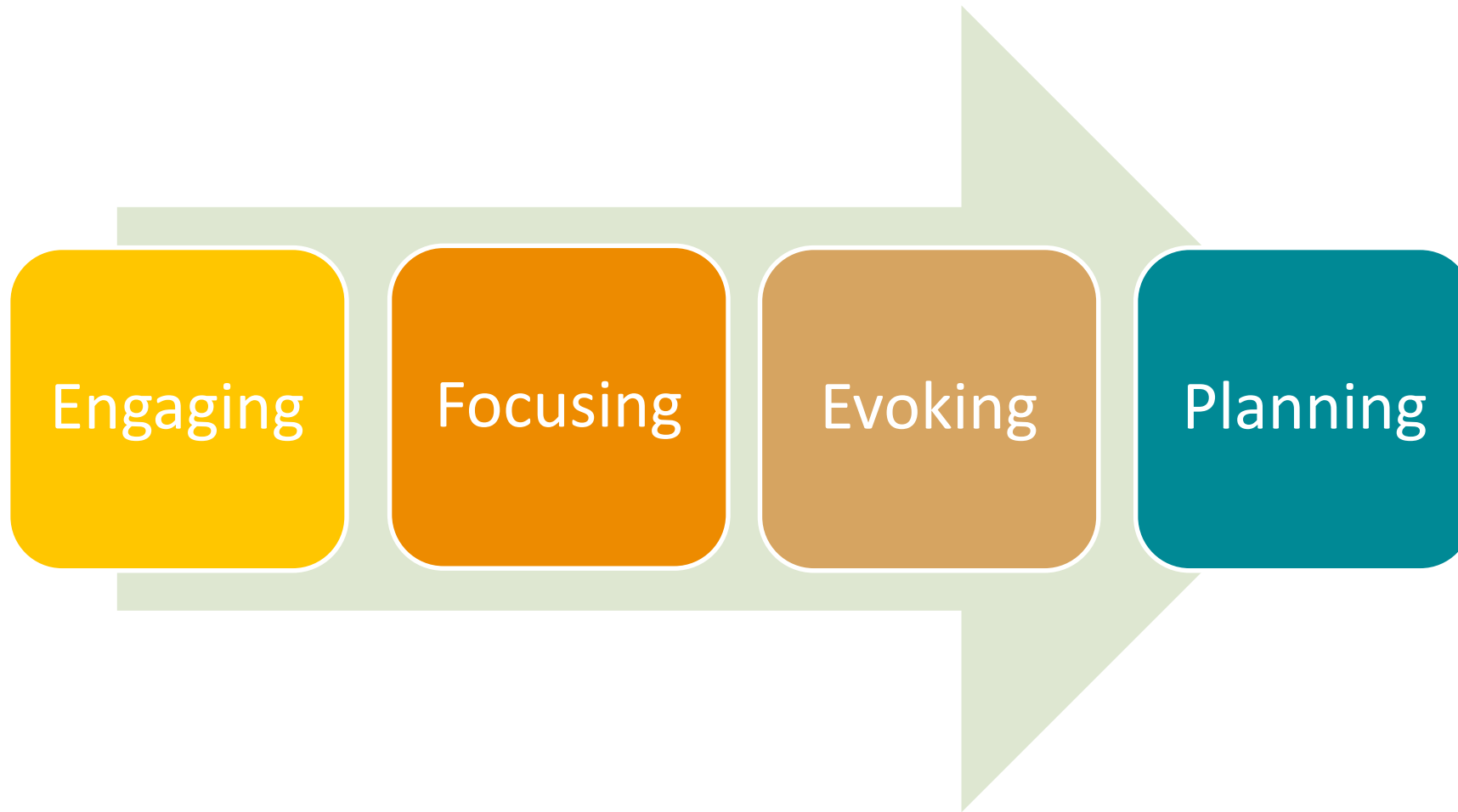
## Approach

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

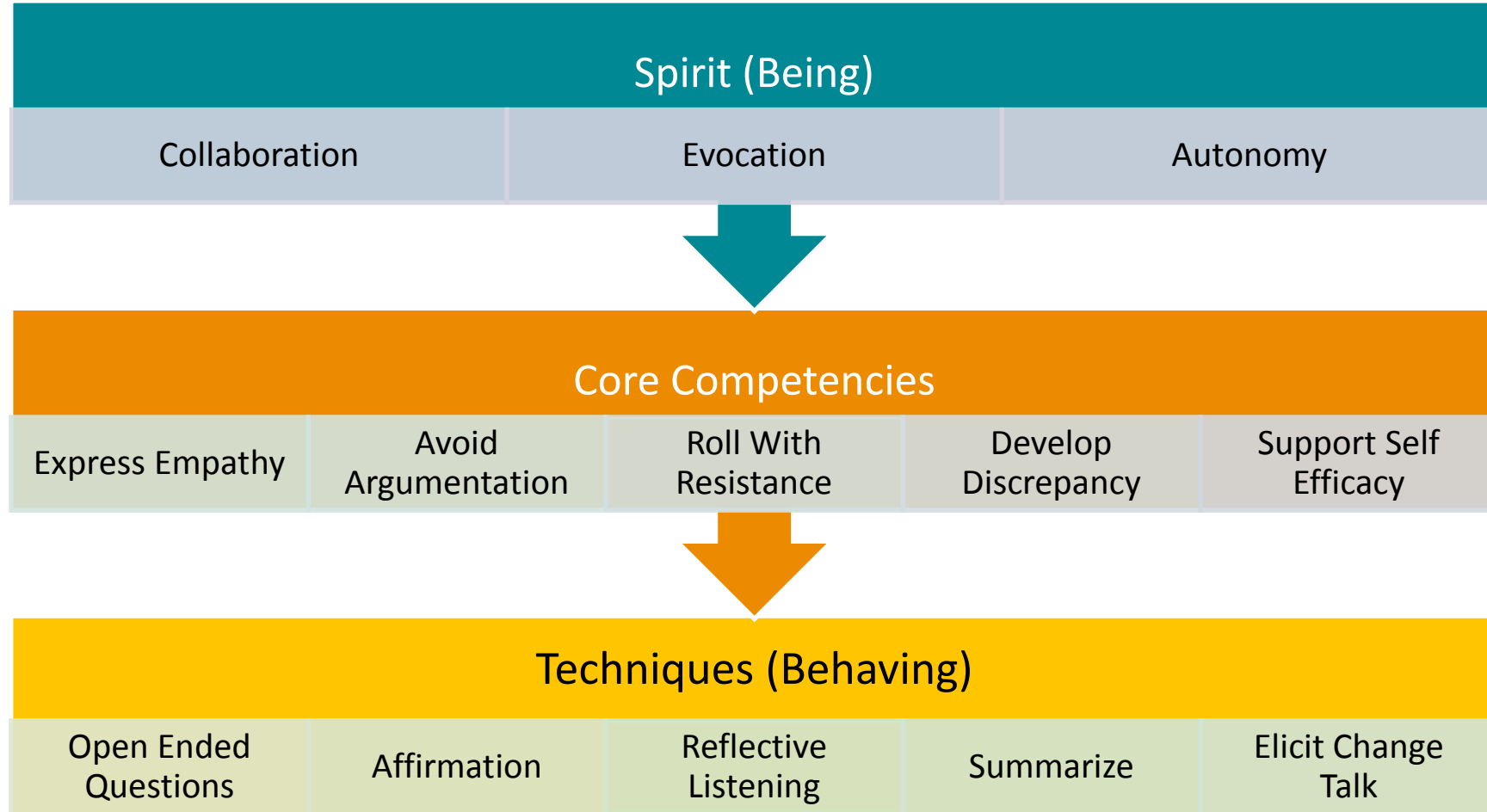
# Stages of Change



# 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?



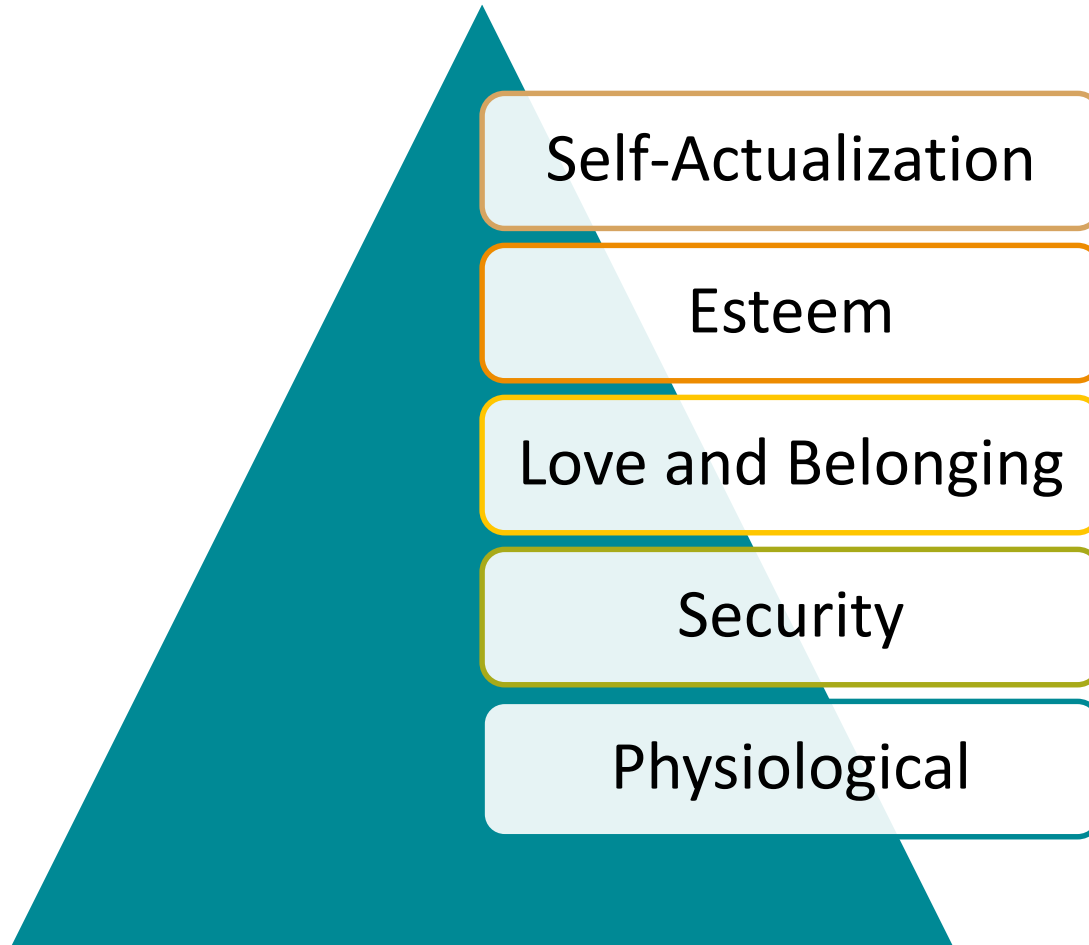


# “What Motivates My Patient?”

- 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

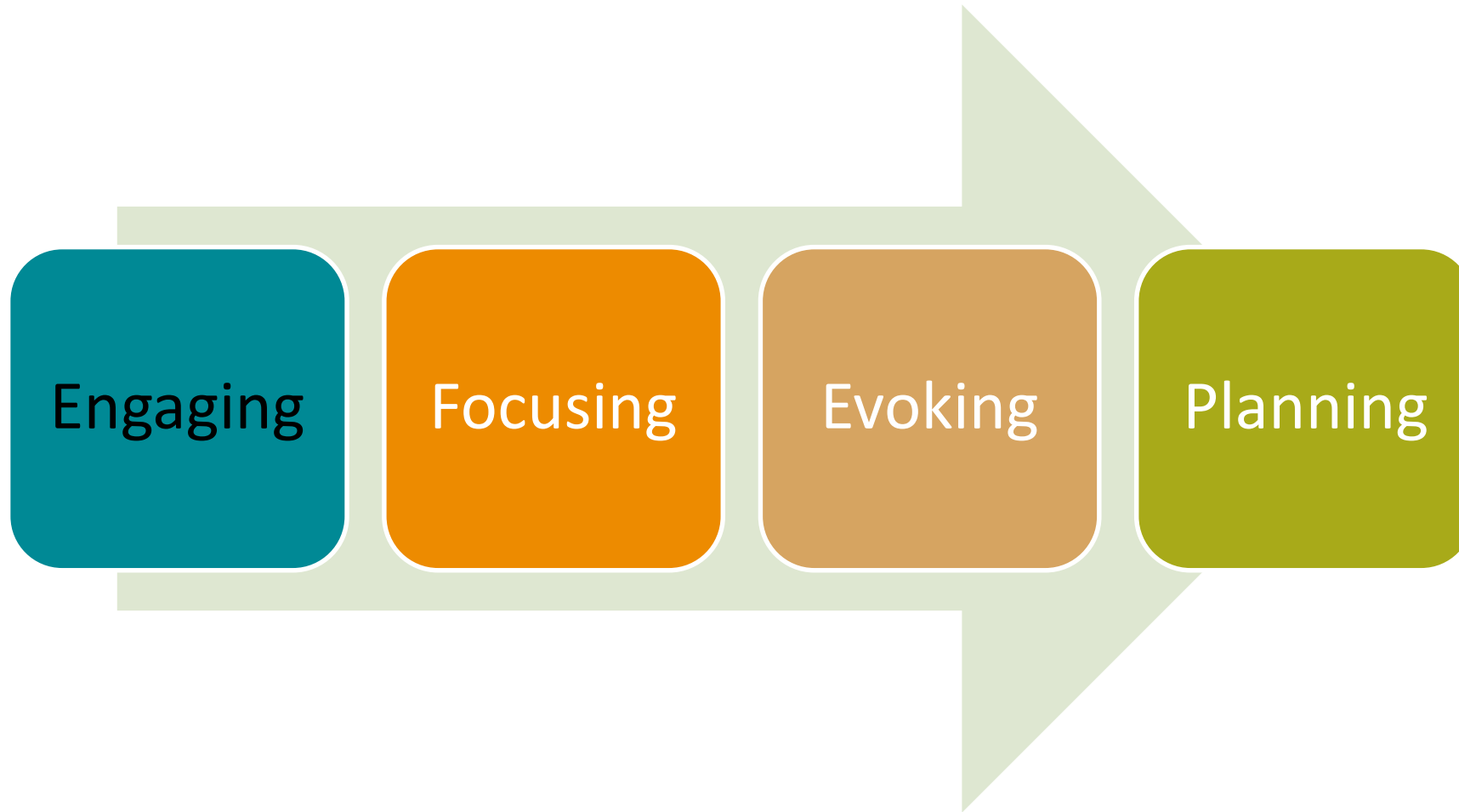


# “When do I Start?”

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

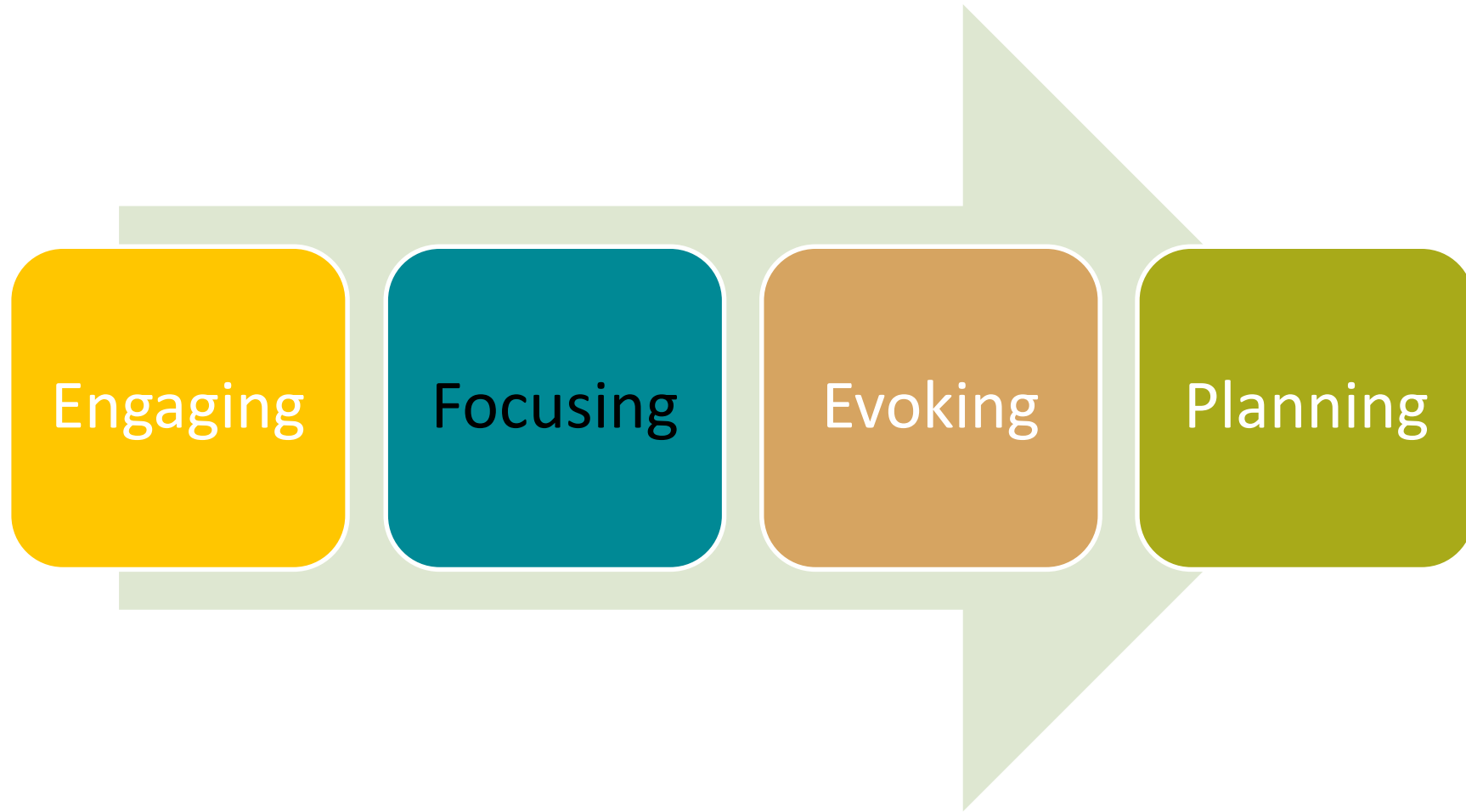


# The MI Roadmap





# The MI Roadmap



# The MI Roadmap



Engaging

Focusing

Evoking

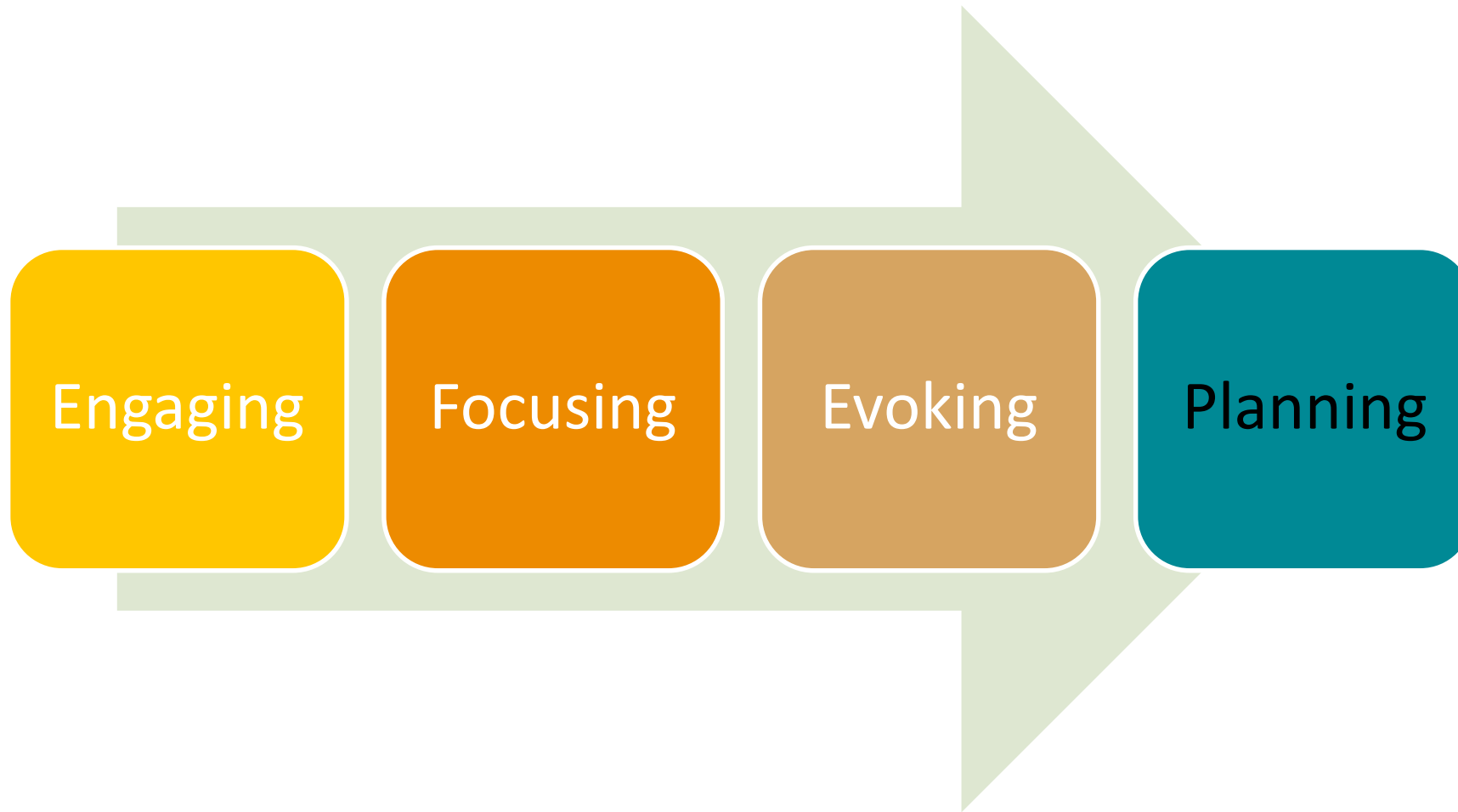
Planning



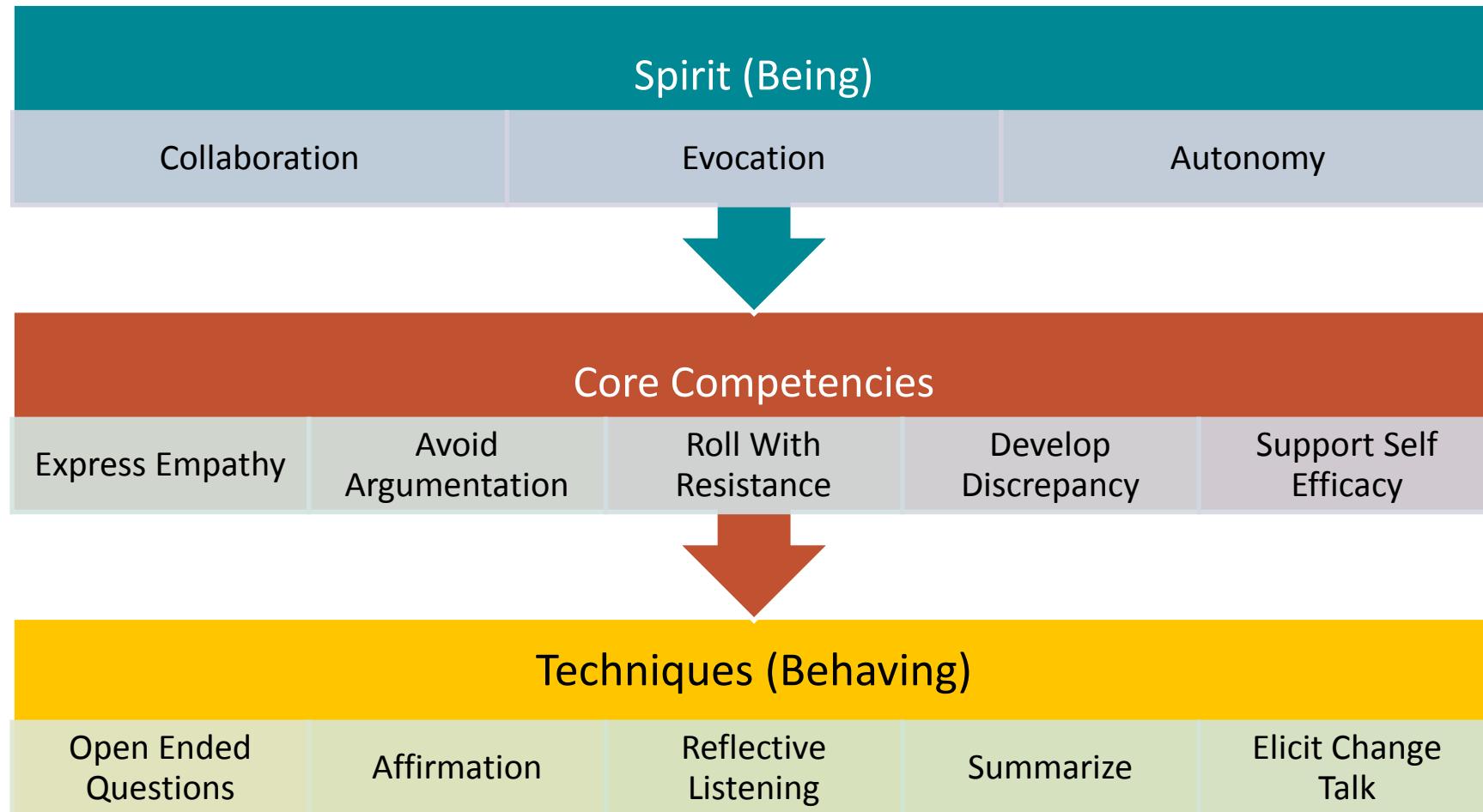
# Two Pearls for Evoking

- 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.

