



Module 3

The Processes of Motivational Interviewing



MHTTC

SAMHSA

Substance Abuse and Mental Health
Services Administration



REVIEW

Module 2

Partnership
Acceptance
Compassion
Evocation

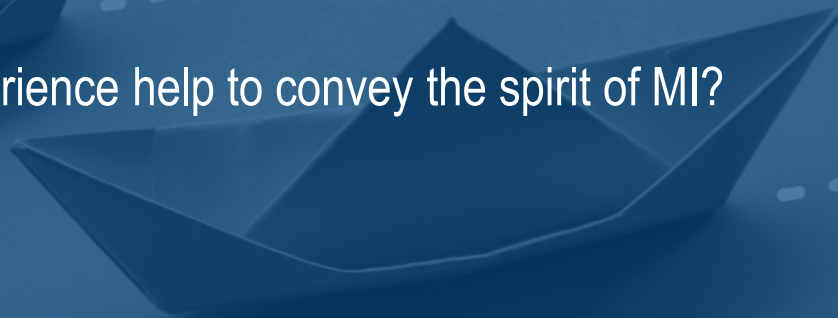
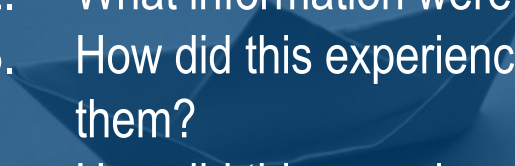
1. MI is a collaborative approach, power is shared
2. We respect the person and their freedom of choice
3. The needs of the person making the change are most important, avoid judgement
4. The individual making the change has the motivation and resources to do so



ACTIVITY

Taste of Motivational Interviewing

1. Describe your experience using the taste of MI.
2. What information were you able to gather from the conversation?
3. How did this experience compare to other conversations you've had with them?
4. How did this experience help to convey the spirit of MI?





Module Objectives

1

Define the four processes of motivational interviewing

2

Differentiate between sustain talk and change talk

3

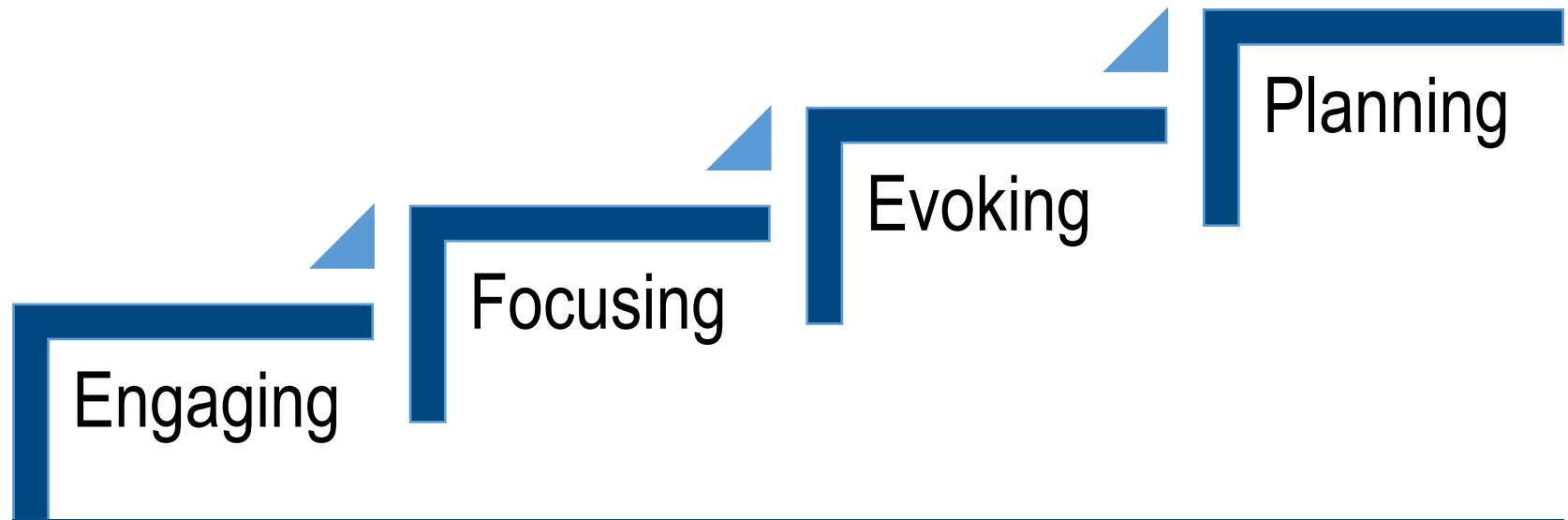
Practice assessing motivation for change using the DARN-CAT

4

Develop strategies for moving from change talk to planning



WHY?



4 Key Processes in MI



Engaging

Listening, showing empathy, being person-centered,
seeking to understand other's perspective



Goals and
Desires

Importance

Expectations

Positivity

Hope

Factors That Promote Engagement



Northeast and Caribbean (HHS Region 2)

MHTTC

Mental Health Technology Transfer Center Network
Funded by Substance Abuse and Mental Health Services Administration

Focusing in MI

Motivational Interviewing: Training of Coaches

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https://www.youtube.com/watch?list=PL1UDVLmMXEEIVofbgt4d6sLAe5pulbPC&v=3WmsuZ_X8HE&feature=youtu.be



Northeast and Caribbean (HHS Region 2)

MHTTC

Mental Health Technology Transfer Center Network

Funded by Substance Abuse and Mental Health Services Administration

Evoking in MI

Motivational Interviewing: Training of Coaches

SAMHSA
Substance Abuse and Mental Health
Services Administration



<https://youtu.be/IrRKArUyNM4?list=PL1UDVLmMXEEdivofbgt4d6sLae5pulbPC>



Change Talk – Sustain Talk



Message: Change talk is any talk in the direction of change.



Change Talk

Any talk that suggests movement toward or supports change of the target behavior.
When heard, acknowledge, reinforce and summarize the change talk.



Preparatory Change Talk -- DARN

D

Desire to change (want, like to, wish)

A

Ability to change (can, could)

R

Reasons to change (if..then)

N

Need to change (need, have to, got to)



Preparatory Change Talk -- DARN

D

I want to reduce my bad cholesterol.

A

I can get a job.

R

If I went back to school, then I could probably get a higher paying job.

N

I've got to get a new job.



ACTIVITY

DARN Ruler

One Volunteer

Think about a change you are considering making.

1. Take out the DARN ruler handout.
2. Scale of 1 to 10, with 1 being the lowest and 10 the highest, what is your desire to make the change? **(D)**
3. What is your ability to make the change? **(A)**
4. How strong are your reasons for change? **(R)**
5. How strong is your need for change? **(N)**

The item with the lowest score may be the area holding you back!



Mobilizing Change Talk -- CAT

Builds on Preparatory Change Talk

C

Commitment Language

A

Activation

T

Taking Steps



Mobilizing Change Talk -- CAT

Builds on Preparatory Change Talk

C

I will submit applications for a new job.

A

I'm ready to lose weight.

T

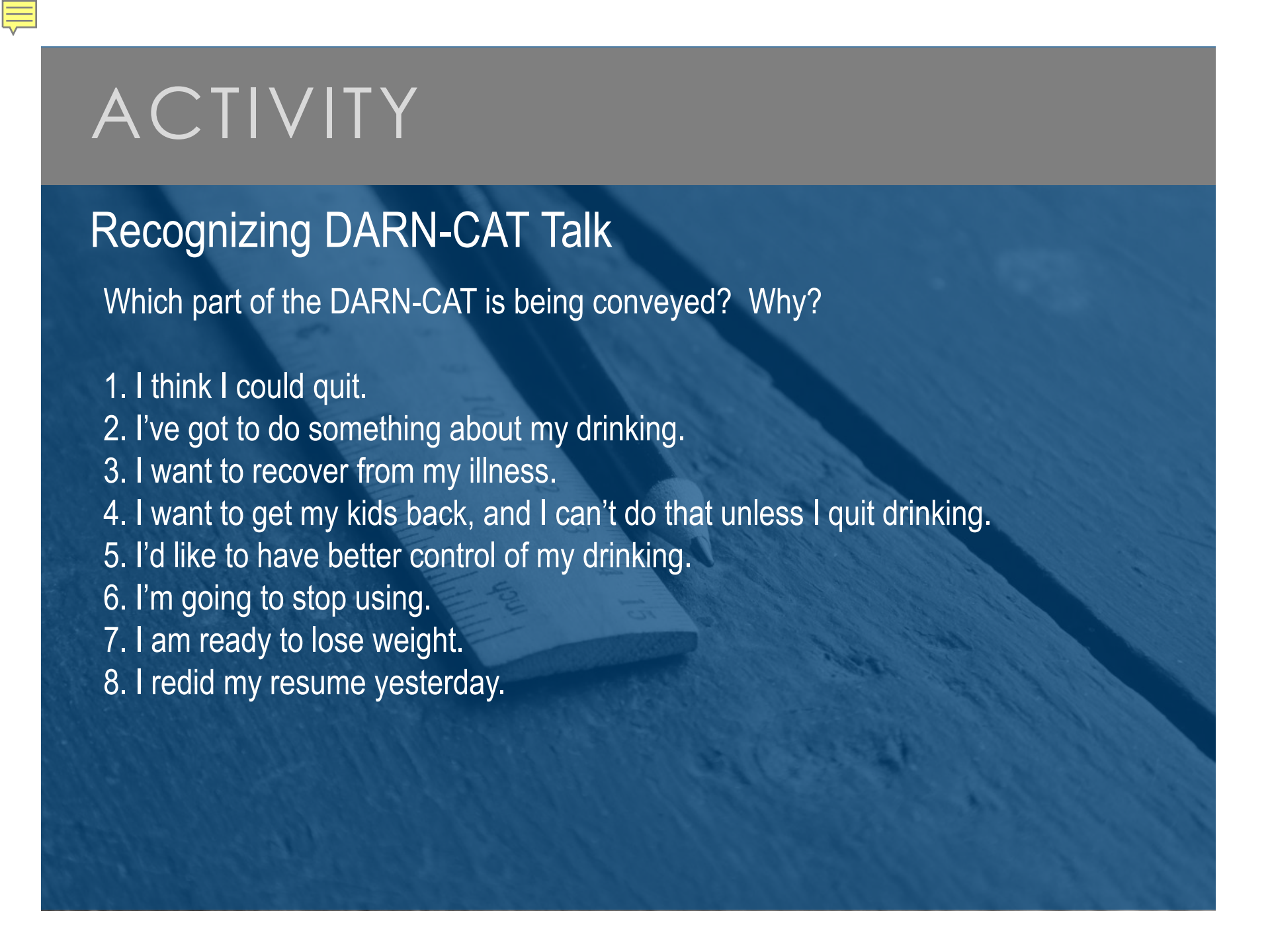
I collected applications from stores in town.

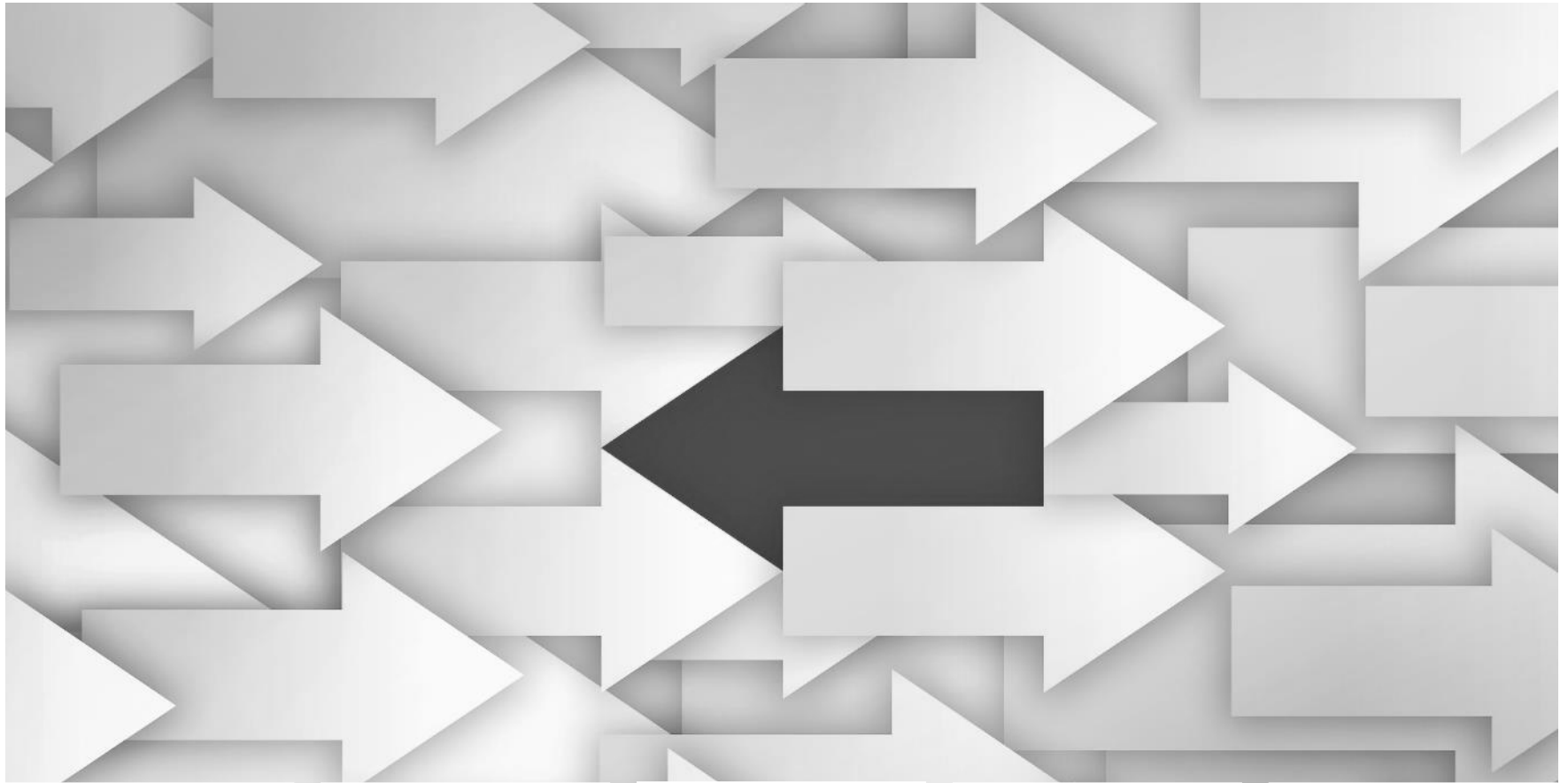


ACTIVITY

Recognizing DARN-CAT Talk

Which part of the DARN-CAT is being conveyed? Why?

- 
1. I think I could quit.
 2. I've got to do something about my drinking.
 3. I want to recover from my illness.
 4. I want to get my kids back, and I can't do that unless I quit drinking.
 5. I'd like to have better control of my drinking.
 6. I'm going to stop using.
 7. I am ready to lose weight.
 8. I redid my resume yesterday.



Desire to Stay
the Same

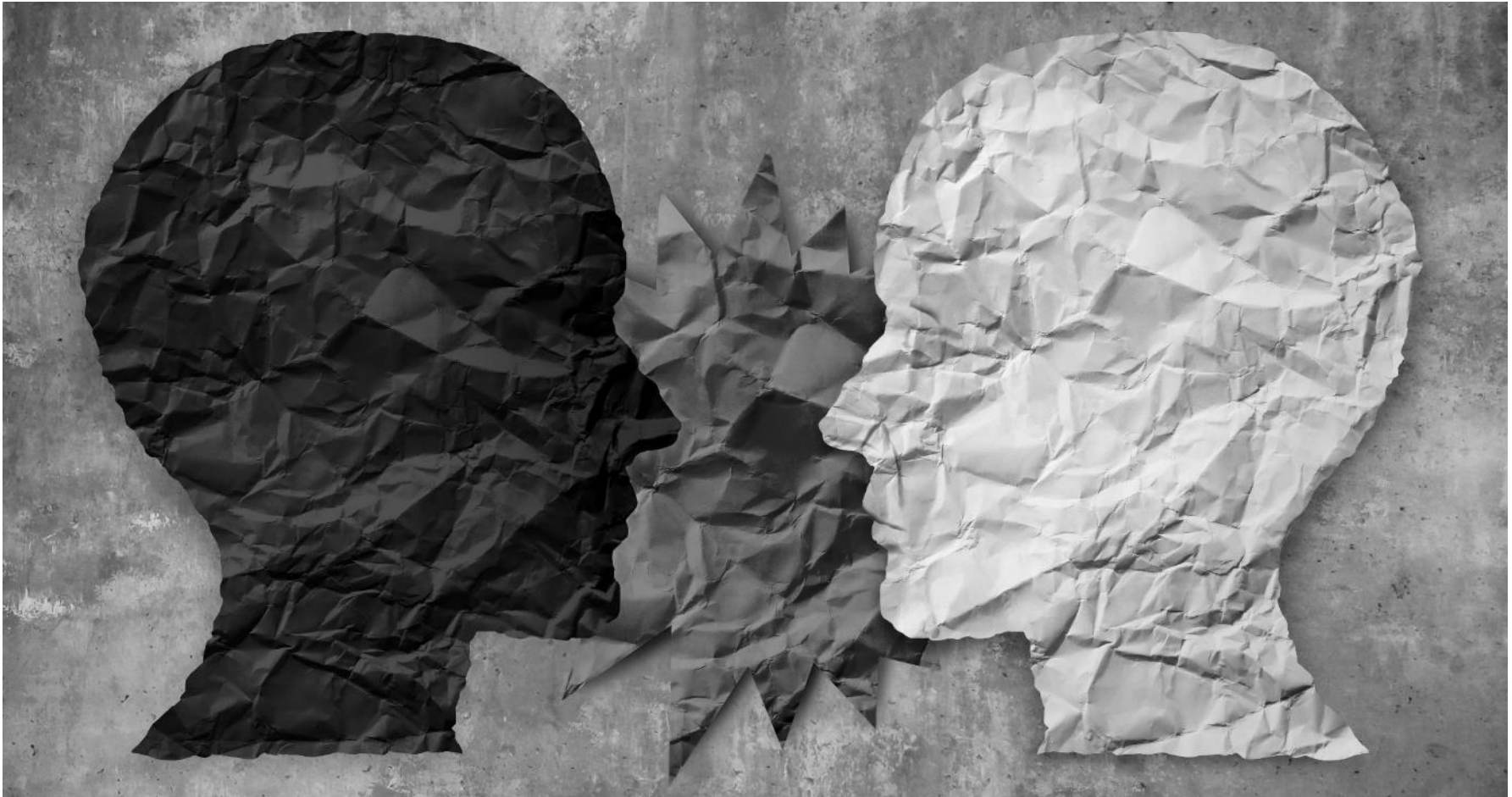
Inability to
Change

Reasons to
Stay the Same

Need to Stay
the Same

Commitment to
Stay the Same

Sustain Talk



Discord – Not being in agreement about next steps



Change Plan

Techniques:

- Ask about the change – “how will this make your life better?”
- Key questions – “what might be the next step?”
- Pregnant pause – allowing person time to think
- Troubleshooting – exploring obstacles and options

Individuals need to be ready to make a change plan.



ACTIVITY

Practicing the DARN Ruler

Prior to our next meeting

Identify someone you are working with who is considering making a change or stuck moving forward. Practice using the DARN ruler with them by:

1. Asking what change they are considering
2. Define DARN and what each area means
3. Together go through the DARN process
4. When finished, ask for their reflections

What did YOU learn through the experience? Be prepared to discuss with group next session.



SUMMARY

Module 3

Engaging
Focusing
Evoking
Planning

1. MI process follows a logical sequence
2. Each MI step builds on another, there is overlap
3. Build on change talk to enhance internal motivation
4. Notice sustain talk
5. Move individual towards making a change plan when THEY are ready



Questions?