



MOTIVATIONAL INTERVIEW 101

**What is
motivational
interviewing?
(MI)**

MI is a client-centered interview technique intended to bring awareness to risky behaviors and increase the chances that the person will change their behavior by increasing intrinsic motivation

MI & CHW's

The nature of MI is a collaborative conversation, allowing participants to freely and openly discuss questions or concerns about healthcare with someone they find less intimidating.

Effectiveness

CHW's serve as a bridge between the community and health-care professionals due to their ability to empathize with participants while maintaining adherence to MI.

How does it work?

Conversations are held in such a way that the participant should increase their motivation to make changes based on the values and beliefs they hold.

Example

Immigrant communities struggling with the unfamiliarity of the health-care system, limited transportation, and fear of deportation.

The MI conversation may lead a CHW to support a participant in identifying strategies to minimize deportation risk, such as by relying on a friend or family member to help with transportation to their health care



Principles of Motivational Interviewing for CHW's

1

Express
Empathy

Expressing empathy towards a participant shows acceptance and increases the chance of the counselor and participant developing a rapport

2

Develop
Discrepancy

Developing discrepancy enables the participant to see that their present situation does not necessarily fit into their values and what they would like in the future.

3

Roll
with Resistance

Rolling with resistance prevents a breakdown in communication between participant and CHW and allows the participant to explore their views.

4

Support
Self-efficacy

Self-efficacy is a crucial component to facilitating change. If a participant believes that she/he has the ability to change, the likelihood of change occurring is greatly increased

Is the motivational interviewing effective in achieving behavioral change?

EXAMPLES FOR CHW'S

Motivational interviewing has been shown to be effective in the treatment of alcohol abuse and in habit changes related to diet and exercise. It would also be effective in decreasing body mass index, total plasma cholesterol and systolic blood pressure.

It implies an attitude of acceptance and respect for the person. Uses active and reflective listening to give back to the patient the concepts he/she has tried to convey.

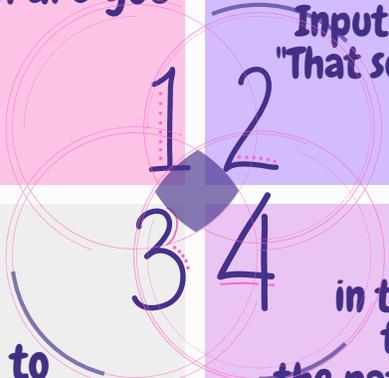
The CHW will use open-ended questions that invite a wide range of response possibilities.

Ex: "What aspects of your health are you most concerned about?"

Motivation to change occurs when people perceive the discrepancy between where they are and where they would like to be. An attempt is made to increase the level of conflict between their beliefs and current behavior, hoping that it is the patient himself who finally presents the arguments for change.

Here the CHW does not just "listen" to what the patient says, but responds to what the patient is saying, reflecting it. We are like the "mirror" of the patient.

Input formulations are along the lines of, "That sounds like..."; "You seem to feel..."; "So you... think that this..."



1 2
3 4

The most appropriate attitude is to respond with empathy, not to make judgments and to try to clarify what the patient wants to convey. Highlight the positive aspects of what the patient has said.

"You say that... and yet.... Is it really so? Good. So, from this situation, what do you think you will do?"

Believe in the patient's capacity to change and transmit it to him/her. The idea that the patient is the one who decides to start a change and maintain it should be strengthened...

Encourage self-motivation phrases. This is a basic principle of motivational interviewing; it must be the patient who presents the arguments for change. For example: "On a scale of 0 to 10, 0 means that you are totally incapable of change and 10 means that you could start the change today."