

Notes on Motivational Interviewing  
MSCSW Presentation 3/14/15  
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### **Selected Bibliography**

- Arkowitz, H., Miller, W. & Rollnick, S. (2015). *Motivational Interviewing in The Treatment of Psychological Problems*. Guilford Press, NY.
- Miller, W. & Rollnick, S. (2012). *Motivational Interviewing: Helping People Change 3<sup>rd</sup> Edition*. Guilford Press, NY.
- Naar, S & Suarez, M (2010). *Motivational Interviewing with Adolescents and Young Adults*. Guilford Press, NY.
- Rosengren, D.B. (2009). *Motivational Interviewing Skills: A Practitioner Workbook*. Guilford Press, NY.
- Wagner, C. & Ingersoll, K. (2013). *Motivational Interviewing in Groups*. Guilford Press, NY.

*More titles available at: [www.motivationalinterviewing.org/books](http://www.motivationalinterviewing.org/books)*

### **Websites**

#### **Motivational Interviewing Network of Trainers (MINT) Website**

[www.motivationalinterviewing.org](http://www.motivationalinterviewing.org)

The definitive site for Motivational Interviewing: information on MINT membership, MINT members search engine, comprehensive research library and rich collection of tools and resources.

#### **Center for Alcoholism, Substance Abuse, and Addictions (CASAA) University of New Mexico Website**

[www.casaa.unm.edu](http://www.casaa.unm.edu)

Information on research in substance abuse and motivational interviewing. This site includes a bio of William Miller, list of upcoming trainings and motivational interviewing DVD.

### **Selected Terms**

*(Taken directly from glossary of motivational interviewing terms Miller & Rollnick, 2012)*

**Accurate Empathy** – The skill of perceiving and reflecting back another person’s meaning; one of four aspects of acceptance as a component of MI spirit

**Affirmation** – One of four aspects of acceptance as a component of MI spirit, by which the counselor accentuates the positive, seeking and acknowledging a person’s strengths and efforts

**Agenda Mapping** – A short meta-conversation in which you step back with the client to consider the way ahead

**Ambivalence** -The simultaneous presence of competing motivations for and against change.

**Change Goal** -A specific target for change in motivational interviewing; typically a particular behavior change, although it may also be a broader goal (e.g., glycemic control) toward which there are multiple avenues of approach

**Change Talk** -Any client speech that favors movement toward a particular change goal.

**Compassion.** One of four central components of the underlying spirit of MI by which the interviewer acts benevolently to promote the client's welfare, giving priority to the client's needs Complex

**Reflection** -An interviewer reflection that adds additional or different meaning beyond what the client has just said; a guess as to what the client may have meant

**DARN** -An acronym for four subtypes of client preparatory change talk: Desire, Ability, Reason, and Need.

**CATs** -An acronym for three subtypes of client mobilizing change talk: Commitment, Activation, and Taking steps.

**Discord** - Interpersonal behavior that reflects dissonance in the working relationship; sustain talk does not in itself constitute discord; examples include arguing, interrupting, discounting, or ignoring

**Double-Sided Reflection** - An interviewer reflection that includes both client sustain talk and change talk, usually with the conjunction "and".

**Elicit-Provide-Elicit** – An information exchange process that begins and ends with exploring the client's own experience to frame whatever information is being provided to the client Empathy -- The extent to which an interviewer communicates accurate understanding of the client's perspectives and experience; most commonly manifested as reflection

**Evoking** – The third of four fundamental processes of MI, which involves eliciting the person's own motivation for a particular change

**Focusing** – The second of four fundamental processes of MI, which involves clarifying a particular goal or direction for change.

**Guiding** – A natural communication style for helping others find their way, combining some elements of both directing and following

**MINT** -The Motivational Interviewing Network of Trainers, founded in 1997 and incorporated in 2008 [[www.motivationalinterviewing.org](http://www.motivationalinterviewing.org)].

**OARS** -An acronym for four basic client-centered communication skills: Open question, Affirmation, Reflection, and Summary

**Resistance** – A term previously used in MI, now deconstructed into its components: sustain talk and discord

**Righting Reflex** -The natural desire of helpers to set things right, to prevent harm and promote client welfare.

**Self-Efficacy** -- A client's perceived ability to successfully achieve a particular goal or perform a particular task; term introduced by Albert Bandura

**Simple Reflection** -A reflection that contains little or no additional content beyond what the client has said

**Spirit** -The underlying set of mind and heart within which MI is practiced, including partnership, acceptance, compassion, and evocation

**Stages of Change** – Within the transtheoretical model of change, a sequence of steps through which people pass in the change process: precontemplation, contemplation, preparation, action, and maintenance

**Summary** -A reflection that draws together content from two or more prior client statements; see also collecting summary, linking summary, transitional summary Sustain Talk - Any client speech that favors status quo rather than movement toward a change goal