



EMORY

NELL HODGSON
WOODRUFF
SCHOOL OF
NURSING

Motivational Interviewing (MI)

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Motivational Interviewing

Guiding Principles - RULE

Methods – OARS

Stages of Change

Rollnick, S., Miller, W. R., & Butler, C. (2008). *Motivational interviewing in health care: helping patients change behavior*. Guilford Press.
<http://www.loc.gov/catdir/toc/ecip0718/2007020536.html>



MI Guiding Principles – RULE

R – Resist the Righting Reflex

U – Understand your Patient's Motivation

L – Listen to your Patient

E – Empower your Patient



RULE – Resist the Righting Reflex

- **Patients may resist your efforts**
- **Patients may become defensive**
- **Better if patients take responsibility for themselves**



RULE – Understand your Patient’s Motivation

- **Patients need own reasons for change**
- **Be interested in the patient’s own concerns & values**
- **Ask, “Why would you want to make a change?”**



RULE – Listen to your Patient

- **Quality listening is a vital part of good medical care**
- **Good listening takes patience**
- **The patient may have answers for their motivation**



RULE – Empower your Patient

- **Outcomes better when patients take an active role**
- **Patients need to incorporate change into lives**
- **Support them in their efforts to change**



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MI-Methods – OARS

O – Open-ended questions

A – Affirmations

R – Reflective listening

S – Summaries



OARS – Open-Ended Questions

“What would you like to talk about?”

“How did this problem start?”

“What would you change if you could?”

**“How do your actions relate
to your problem?”**



OARS – Affirmations

“I appreciate your honesty.”

“I can see you care.”

“It shows commitment that you...”

“You have good ideas.”



OARS - Reflective Listening

“You are saying...”

“I am hearing...”

“What you mean is...”



OARS – Reflective Listening – Exploring Ambivalence

- **What is good about current behavior?**
- **What is not-so-good?**
- **What would be good about changing?**
- **What would be not-so-good?**



OARS – Summaries

- **Communicate you understand situation**
- **Stay focused on important issues**
- **Can emphasize certain elements**
- **“Let me see if I understand...”**



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Stages of Change

- **Precontemplation**
 - not see the need for change
- **Contemplation**
 - sees the need for change
- **Preparation**
 - decides to change
- **Action**
 - doing something to change
- **Maintenance**
 - working to maintain change



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