

Motivational Interviewing (MI) introduction, applications, basic principles, and techniques

**SUD Curriculum**  
PRIMARY CARE  
NJAFP NJSAM

CHAPTER 2

**NJAFP**  
New Jersey Academy of Family Physicians

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**Substance Use Disorder Curriculum**

Chapter 1

- SBIRT Infographic
- SUD Epidemiology Whiteboards

Chapter 2

- SBIRT Webinar
- Treatment Principles Whiteboards
- Treatment Settings Monograph
- Motivational Interviewing Webinar ← You are here

Chapter 3

- Addiction as a Chronic Disease Webinar
- MAT Whiteboard
- SUD Urgencies/Emergencies Webinar
- Common Substances Associated with SUD Infographic

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Disclosures

The following individuals have no relevant financial relationships with ineligible companies to disclose:

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- Lee Radosh, MD, FAAFP

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Following this Presentation...

- Please return to the course page for CME information and references

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Motivational Interviewing (MI) introduction, applications, basic principles, and techniques

Indra Cidambi, MD

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
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## Definitions

- “Motivational interviewing is a psychotherapeutic approach that attempts to move an individual away from a state of indecision or uncertainty and towards finding motivation to making positive decisions and accomplishing established goals.” (DrugAbuse.com)
- “Interest in learning MI is probably borne of frustration in conversations about change that do not always go well: the more you try to insert information and advice into others, the more they tend to back off and resist. This was the original insight that generated our search for a more satisfying and effective approach. Put simply, this involves coming alongside the person and helping them to say why and how they might change for themselves.” (Rollnick)


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
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## In general practice, possible applications include:

- Medication adherence
- Management of the SNAP (smoking, nutrition, alcohol and physical activity) risk factors
- Engagement in prevention or management programs for diabetes or cardiovascular health
- Management of substance abuse problems
- Management of problem gambling or sexual risk taking
- Pain management


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## Three Key Points:

- Collaboration: Instead of being confrontational or argumentative with a patient, attempt to see the situation from the patient point of view; the goal here is to support rather than persuade
- Evocation: Motivational interviewing has the goal to create in the patient an internal desire for change; you listen more than talk and draw out the patient's own perceptions instead of imposing perceptions
- Autonomy: Motivational interviewing places all of the power on the patient


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## Principles

- Express empathy
- Develop discrepancy
- Roll with resistance
- Support self-efficacy

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## Express empathy

- Build an understanding of the client's issues, struggles, and barriers of improvement
- "I can understand why using drugs seems appealing in this situation."

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## Develop discrepancy

- Have the patient point out the disparity between what they are doing and what their goals
  - If the goal is to be happy and have a successful career, using heroin daily may get in the way of that
- Use interventions that are not based in confrontation to produce this
  - Ask a series of questions to lead the client to this natural conclusion

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**Roll with resistance**

- Do not try to force or manipulate the client into acceptance
- Work to understand the patient's point of view and avoid the desire to correct what may be viewed as flawed ways of thinking while offering alternative ways of thinking for the patient to consider

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**Support self-efficacy (a belief in change)**

- Many patients, especially those dealing with addiction, recovery, and relapse, have tried to maintain their sobriety with limited success
- Because of this, they can become less hopeful for future success
- Work to illustrate areas of strengths and identify instances where the patient was able to accomplish their goal

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**Technique: OARS**

- Open-ended questions
- Affirming
- Reflective Listening
- Summarizing
- [OARS 2 Page Summary](#)

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## short educational videos

- [Links to videos](#)

**Motivational Interviewing Videos**

Watch short clips from the Motivational Interviewing online course.

**What is Motivational Interviewing?** 2:23  
Miller, Moyers and Rollnick answer the question.

**Four processes of MI** 1:57  
Theresa Moyers explains the four process of Motivational Interviewing.

**The righting reflex in MI** 1:56  
Stephen Rollnick explains the righting reflex in Motivational Interviewing.

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## Examples

- [What not to do](#)
- [What to do](#)

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## Practice!

- Can be done now, on the webinar if time, or at another time within your program
- Form into pairs
- Each spend one minute, think about one lifestyle change he/she wants to make (lose weight, eat healthier, exercise more, spend more time with family, etc.), and choose one
- Take turns interviewing each other (5-7 min each)
- After each, spend 5 minutes identifying MI principles that were/weren't done

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## References

- DrugAbuse.com/American Addiction Centers Motivational Interviewing:
  - <https://drugabuse.com/treatment-therapy/motivational-interviewing/>
- Stephen Rollnick: about Motivational Interviewing
  - <https://www.stephenrollnick.com/about-motivational-interviewing/>
- Motivational interviewing techniques (from Australian Family Physician)
  - [https://www.mcgill.ca/familymed/files/familymed/motivational\\_counseling.pdf](https://www.mcgill.ca/familymed/files/familymed/motivational_counseling.pdf)
- Quality Family Planning – OARS model:
  - [https://www.fpntc.org/sites/default/files/resources/2017-10/fpntc\\_oars\\_model\\_2016.pdf](https://www.fpntc.org/sites/default/files/resources/2017-10/fpntc_oars_model_2016.pdf)
- YouTube MI examples:
  - [https://www.youtube.com/watch?v=\\_VlvanBFkvi](https://www.youtube.com/watch?v=_VlvanBFkvi)
  - <https://www.youtube.com/watch?v=67l6g1l7Zao>

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## Summary

- Key Points to be listed by Faculty presenter

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## Questions are welcome!

Please send any questions for the faculty to [shockenberry@njafp.org](mailto:shockenberry@njafp.org)

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## Completing this Course

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## Continue to Learn

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- Residents: Follow your residency program faculty's guidance to your next SUD course on the Course Catalog
- Other Physicians: Return to the Course Catalog for more CME accredited SUD courses

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# Thank You

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