

# Motivational Interviewing: A Best Practice for Sexual + Reproductive Health

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# Essential Access Health...

- Champions and promotes quality sexual + reproductive health care for all
- We achieve our mission through an umbrella of services including clinic support initiatives, provider training, advanced clinical research, advocacy and consumer awareness
- Title X grantee for California, serving one million patients annually at 61 agencies, operating 374 health centers



# How ready are you to learn?

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On a scale of 1-10

1 is the lowest level of readiness

10 is the highest

# Objectives

- Describe the stages of change model and basic principles of Motivational Interviewing.
- Demonstrate use of Motivational Interviewing skills for counseling patients about a variety of sexual health behavior changes.
- Apply Motivational Interviewing techniques to your work in order to maximize rapport and promote healthy behaviors.

# Motivational Interviewing

- Collaborative conversation style for strengthening a person's own motivation for change by exploring and resolving ambivalence
- Developed by William R. Miller, Ph.D and Stephen Rollnick, Ph.D
- MI techniques have been successfully applied in many populations

# Motivational Interviewing (MI) in Health Care

- Saves Time
- Highly Effective
- Patient/Client-Centered



# Motivational Interviewing is good for...

- Condom use consistency
- STD/HIV testing and follow up
- Medication adherence
- Pregnancy Intention
- Addiction counseling and treatment
- Diabetes self management
- Nutrition/exercise improvements
- Weight management

# MI: the approach

- Start from a place of respect
- Guiding not directing
- Not “me vs. you” rather...  
“us together on the same side”
- Help patients feel *motivated* by  
having them verbalize their own goals
- Identify what is personally meaningful or of value to the patient  
rather than those things that we think are most important



# Core Principles of MI

- Resist the righting reflex
- Understand your client's motivation
- Listen to you client
- Empower your client

## MI: the benefit

Reduces frustration with the patient and subsequently ourselves

Removes our ego...

- “I need to make this patient do what’s good for her.”
- “I want to protect her from getting reinfected!”
- “If I can’t get through to my patient, I fail.”

Improves staff morale because it removes their personal responsibility for patient behavior

# Prochaska's Stages of Change

- Precontemplation
- Contemplation
- Preparation
- Action
- Maintenance



# Precontemplation

- No intention to change behavior in the foreseeable future
- Unaware of problems or that there is a need for change

# Contemplation

- Individuals have identified a problem
- They are deciding whether there is a need to take action
- Pros and cons of change weighed against pros and cons of continuing the behavior

# Preparation

- At this stage, the individual begins to plan the change
- Usually at this stage they are committed to the change

# Action

- The stage at which individuals put their plans into action



# Maintenance

- The stage at which people work to prevent relapse and consolidate the gains achieved during action



# Identifying the Stages of Change

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Activity

# 2 Main Skills of Motivational Interviewing

- Open Ended Questions
- Reflective Listening



# Open Ended Questions

- Encourage patient to do most of the talking
- Elicit more information
- Allow patient to focus on what's important to him/her
- Cannot be answered “yes” or “no” or with just one word
- Good format for evaluation questions

# Open Ended Questions

*Instead of “Do you like the pill?”*

- **Say: “How is the pill working for you?”**

*Instead of “Do you use condoms every time?”*

- **Say: “How often do you use condoms?”**

*Instead of “Have you considered trying the internal condom?”*

- **Say:\_\_\_\_\_**

# Open Ended Questions

*Instead of “Are you happy about this pregnancy?”*

- **Say:** \_\_\_\_\_

*Instead of “Are you planning to stop smoking?”*

- **Say:** \_\_\_\_\_

*Instead of “Would you feel ok having an abortion?”*

- **Say:** \_\_\_\_\_

# Open Ended Questions

*Instead of “Have you heard of PrEP?”*

- **Say:** \_\_\_\_\_

*Instead of: “Did you take your medication as prescribed?”*

- **Say:** \_\_\_\_\_

*Instead of “Do you know of a place you can get treatment?”*

- **Say:** \_\_\_\_\_

# Reflective Listening

- Repeating
- Rephrasing
- Paraphrasing
- Reflecting Feelings



# Reflection statement starters

- “It sounds like...”
- “You feel...”
- “It’s like...”
- You mean that...”
- It seems like...”
- You’re wondering...”





# Closing Thoughts

- Motivational Interviewing is a process
- You help the patient verbalize *THEIR* desires and goals for their health
- Recognize that behavior change is difficult and happens incrementally
- Applaud all steps toward change
- Your role is to guide the process, not 'fix' problems

# How will you use Motivational Interviewing?

