



## Motivation Interviewing

### Course Overview

Researchers at the Konrad Lorenz Research Station in Austria found that ravens console friends feeling stressed after fights.

Being non-judgemental and taking the time to understand and relate to another person's perspective is one of the most powerful tools in motivating them to change their behaviour.

Motivational Interviewing is an evidence based treatment originally developed in the treatment of alcoholism, which has since been implemented in addiction treatment, counselling in general and in other arenas where strengthening motivation for behaviour change is the objective. It has been implemented in the justice, criminal and health care systems. It is useful in improving business and personal relationships.

### Course Outline

#### Section One: Introduction and Course Overview

#### Section Two: How do we usually try to convince someone to change?

- Role play

#### Section Three: What is Motivational Interviewing?

- Characteristics of MI
- Spirit of MI
- Group exercise

#### Section Four: Stages of Change Model

- How does it apply?
- Recognizing where the client is in the cycle of change
- How do we apply MI accordingly?

#### Section Five: Ambivalence

#### Section Six: Change talk and sustain talk

- Recognizing change and sustain talk

#### Section Seven: The method of Motivational Interviewing

- Engaging
- Focusing
- Evoking
- Planning



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### **Section Eight: The OARS**

- Open ended questions
- Eliciting change talk
- Affirmations
- Reflective listening
- Summarizing
- Exercises
- Role plays

### **Section Nine: Resistance**

- Defined and normalized
- Responding to resistance

### **Section Ten: Wrap –up**

- Summarizing
- The way forward