Motivational Interviewing in the Prevention and Treatment of Chronic Illness

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ACADEMIC ASSISTANCE

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HEALTH CARE DELIVERY SYSTEMS & BEHAVIORAL HEALTH
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PROFESSIONAL ORGANIZATIONS
American Academy of Pediatrics, American Dietetic Association, Society of Behavioral Medicine, ISBNA, Kidney Foundation of Michigan, Georgia Psychological Association.

INTERNATIONAL
University of Sao Paulo, Brazil, National Health Group of Singapore, INCAP (Central America), Mexican Institute of Public Health, Universidad Ibero-Americana, Mexico, Technical University of Lisbon, Portugal, Maastricht University, Netherlands, Edith Cowan University, Perth Australia, Medical Research Council of South Africa.
Two Elements of Behavior Change Counseling

WHY to Change
- ENERGY
- VIGILANCE
- MI

HOW to Change
- STRUCTURE
- STRATEGY
- CBT/Lifestyle Management

Starting with a strong WHY leads to better outcomes
- More open to TRYING a HOW
- Devote more energy during HOW
- Exhibit more persistence during HOW

Essence of Motivational Interviewing

Comfort the afflicted

and

Afflict the comfortable
Roll with Resistance

Then

Find Meaning for Change

- Acknowledge Dread
- Link with Role, Goals, and Values
- Disrupt

Client: We eat at Wendy’s a few times a week. It’s cheap, fast, my kids like it, and it’s better than those other places. There’s a lot worse we could be eating. Sure there are better foods than that but I don’t have time to cook…

AFFIRM
Old School

- You know, Wendy’s is no better than McDonalds so you are not doing your kids any favors by eating there.

New School

- Because you are so busy and exhausted it is hard to find the time to cook healthier meals. But you care about your kids’ health and are want them to eat better than fast food.
Married sedentary female

“I really need to find someone to exercise with. I can’t do it alone. I just need someone to remind me or do it with me……but there is no one……”

Reflect on Omission

Old School

- Why don’t you exercise with your husband?
New School

So, it’s interesting you have not mentioned your husband… I assume that he would not be helpful in any of this….

MI vs. Usual Care

- Reflect vs. ask
- Roll with resistance vs. counterpunch
- Elicit change talk vs. inform/advise

- > 50% patient talk time
There is no improvement, Henry. Are you sure you’ve given up everything you enjoy?
MI Evidence Base

> 2000 papers

200 RCTs; Multiple Reviews & Meta-Analyses


Recent Meta-Analysis

| Outcome                | Effect size | 95% confidence interval | Z     | I²   | No of studies |
|------------------------|-------------|-------------------------|-------|------|---------------
| Weight Change          | 0.29        | [-0.20, 0.38]           | 6.34**| 95%  | 11            |
| Waist Circumference    | 1.53        | [0.06, 3.11]            | 1.88  | 0%   | 5             |
| BMI Change             | 0.33        | [-0.17, 0.50]           | 3.91**| 0%   | 10            |
| Physical Activity      | 0.11        | [0.04, 0.18]            | 3.98**| 86%  | 16            |
| Fruit and Vegetable intake | 0.24   | [0.12, 0.25]           | 4.10**| 70%  | 17            |
| Hba1c Change           | 0.18        | [-0.04, 0.22]           | 2.16* | 87%  | 7             |
| Blood Pressure          | 0.10        | [-0.28, 0.12]           | 8.52**| 100% | 4             |

Statistically Significant at: *p<0.05, **p<0.001

MOTIVATIONAL INTERVIEWING

A collaborative, goal-oriented method of communication with particular attention to the language of change. It is designed to strengthen an individual's motivation for and movement toward a specific goal by eliciting and exploring the person's own arguments for change.

Miller and Rollnick, 2013
### Style and Technique

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### Why and How

- **Explore Understanding**
- **Guide Deciding**
- **Choose Acting**
Three Phases of Consultation

- **Explore** (WHAT/WHY/WHY NOT)
  - COMFORT THE AFFLICTED
  - Build Initial rapport & Express Empathy
  - Drain the swamp of negativity
  - Obtain a history
  - Collaborative agenda setting
  - Explore pros, cons, hopes and fears (Reasons)

- **Guide** (IF)
  - AFFLICT THE COMFORTBLE
  - Build Motivation & Discrepancy
  - Elicit change talk
    - 0-10 Readiness Rulers
    - Importance (Reasons/Desire/Need)
    - Confidence (Ability)
    - Values Clarification (Desire & Need)
  - SPIN THE BALLS
    - Where does that leave you?
  - Obtain COMMITMENT
  - Move toward a behavior decision

- **Choose** (If a decision/commitment has been made) (WHEN/HOW)
  - Taking STEPS
  - Establish a Goal
  - Provide Menu of Options
  - Set an Action Plan
  - Overcome/anticipate barriers
  - Make a contract & Discuss follow up

Reflective Listening

- Statement, not a question
- Ends with a down turn
- Hypothesis testing
  (If I understand you correctly, it sounds like..)
- Affirms and validates
- Keeps the client thinking and talking
Reflective Listening: Value added

Information PLUS empathy and understanding

How well do you think people understand you?
vs
You’re feeling nobody understands you.

Reflective Listening: Value added

Information PLUS empathy and understanding

How did that make you feel?
vs
You’re feeling sad about that.
Reflective listening is more effective than questioning

Reflecting 101: Basic Structure

- It sounds like you are feeling…..
- It sounds like you are not happy with….
- It sounds like you are a bit uncomfortable about ….
- So you are saying that you are having trouble…….
- So you are saying that you are conflicted about ……….

As you improve, you can truncate the reflection…. 
- You’re not ready to…. 
- You’re having a problem with …. 
- You’re feeling that….. 
- It’s been difficult for you…. 
- You’re struggling with…….
Health Behavior Change: The Feeling Vocabulary

- Trapped
- Torn
- Hopeless
- Powerless
- Alone
- Overwhelmed
- Drained
- At War/Conflicted
- Struggling

Types of Reflections

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- I watch what I eat...never eat sugar...watch my carbs...don’t understand why my values are so high...I’m bummed...all that effort and look what I have to show for it.

- I am scared to death of starting insulin. I cannot deal with the needles, the blood, the constant worrying about my sugar. I always hoped I could control this without insulin.
- I simply forget. It’s not that I don’t want to take my Glucophage, it just slips my mind in the morning when I am in a rush.

- Shoot…my LDL is 150….no way…I take those pills every day….maybe I have gained some weight lately but come on!
CHF

With giving up salt I’m peeing all the time. Can’t be too far from a bathroom or I start to worry. I wonder if this is normal.

I've tried the Atkins diet and I lost a lot of weight. Then gained it all back. Then I tried the Zone diet but felt really hungry all the time. I just don't know what to do. I’m at my wit’s end.

R:
**E-P-E**

- **Elicit**
  - **PERMISSION 1:** Would it be ok if we spend a few minutes talking about XX?
    - What is your understanding of?
    - What have you heard about?
  - **REFLECT AND AFFIRM THEIR KNOWLEDGE**
  - **PERMISSION 2:** If it’s okay I’d like to share with you some other (or new) information about xx
  - **GIVE CHOICE ABOUT WHAT AND HOW**
    - What’s the most important thing you want to know about?
    - What do you want to know?
  - **Provide**
    - Information
    - Advice
    - “Some of what I say may differ from what you have heard?”
  - **Elicit**
    - What do you make of that?
    - Where does that leave you?
    - How does that compare to what you previously thought/heard?
    - Do you have any other questions about this?
    - What else might you want to know more about?

**E-P-E**

- **Is this normal?**
- **Can I xxx?**
- **Correcting Misinformation**
- **Adding Essential Information**
- I heard that if you have diabetes you can’t eat fruit. Is that true?

- I heard that you have to eliminate all carbs in order to lose weight.
Change Talk

We become more committed to that which we voice

Client Takes the “positive” side of the argument
- Client “discovers” discrepancy between current behavior with core values/goals
- Problem Recognition
- Client states their Pros
- Client solves own barriers
- Explore life without the problem
- How I felt when I used to do it
- How I would feel if I did do it

- Overshoot Emotion

- Undershoot Motivation/Advice
Change Talk Reflections: Before Change has Started

Starting to feel you want a change xx
Something about xx is starting to feel not right for you
Starting to feel you no longer want xx in your life..
Starting to think it might be time to change...
Starting to feel xx has gotten a little out of control
Starting to catch up with you...
Starting to bother you a bit more...
Starting to worry you a bit more
Moving more toward change...
Wondering what it might be like with/without
Starting to feel a little dependent on xxx (for addictive)
....but you realize that...
Xx does not feel sustainable..

Magnify

vs.

Manufacturing Change Talk
I know I should get more exercise. I used to love playing hockey. I almost played for the Knights. But now with three kids and two jobs it’s almost impossible. My wife would kill me if I took another night off from the kids.
• Of course I have to quit at some point, but now is just not the time. I know what it’s like to go through the withdrawal and it’s pretty awful. I was able to quit a few years ago, with the help of that gum, but with my wife losing her job and having to work so much overtime, I don’t think I have the energy to deal with it right now.
Importance and Confidence Rulers

Importance
On a scale of 0 to 10, with 10 being very important, how important is it for you to (quit smoking, eat more F & V, exercise more, take your meds)?

0 1 2 3 4 5 6 7 8 9 10
Not at all Somewhat Very

Confidence
On a scale of 0 to 10, with 10 being very confident, assuming you decided to ....... (quit smoking, begin exercising) how confident are you that you could succeed?

0 1 2 3 4 5 6 7 8 9 10
Not at all Somewhat Very
Eliciting Change Talk: “The Three Probes”

1) Could have been Lower

2) Could have been Higher

3) What would it take

1) Could have been Lower = Benefits

2) Could have been Higher = Barriers

3) What would it take = Solutions
Why Values Clarification?

- 0-10, Pros & Cons, and other strategies often fail to tap deeper levels of motivation
- Builds discrepancy
- Link health behavior to person’s bottom line
- Elicits new and different change talk
Explore linkages

- Current Behavior
- If you Changed the Behavior

If not raised by client…..
- Your Health
- Losing your Health

Developing Values Discrepancy: Probes

How, if at all, does your current behavior affect your ability to achieve these goals or live out any or all of these values?

How, if at all, would changing this behavior affect your ability to achieve these goals or live out any or all of these values?

What connection, if any, do you see between your health and any of these values/goals?

How if it all, might losing your health, affect your ability to live out any or all of these values and goals?
Importance vs. Confidence
Values Vs. Strengths

What are you good at?
(What is something difficult you have achieved?)
(What is something you have overcome?)

- SPORTS
- MUSIC
- ART
- COOKING
- MY JOB
- MATH
- SCIENCE
- LANGUAGES
- WRITING
- DISCIPLINE
- STRONG
- FIXING THINGS
- TRUSTWORTHY
- PARENTING
- BEING CREATIVE
- STAYING POSITIVE
- LEARNING NEW THINGS
- STAYING COOL UNDER PRESSURE
- BEING PATIENT
- HELPING OTHERS
- FORGIVING
- APPRECIATING/BEING THANKFUL
- RESEARCHING THINGS
- LISTENING TO OTHERS
- CARING
- BEING SPONTANEOUS
- BEAT AN ILLNESS
- OTHER_____________
Linking Strengths

- Your confidence to do XX is low.

- Think for a minute about some of the other things you are good at, like sports, being a father, and meeting challenges at work.

- How might your success in these areas help you find the confidence you need to change XX?

PHASE 3: CHOOSING

1) Build a Menu of Options
   1a) List possible ideas mentioned by client during session
   1b) Ask patient for other solutions
   1c) Offer “other ideas that have worked with people with similar concerns”

2) Ask “which if any of these” might work best for you”. If they choose one…

3) Ask “what might you be able to do to increase your chances of success in the next day or week”

4) Summarize (you or them?)

5) Hope assessment