MI for health behavior change

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- Motivating Change (MC)
  - Using MI principles in brief encounters (10-15 min.) with a clinician or health educator
- Motivating Change in Groups (MCG)
  - Using MI principles in group classes, workshops, meetings, etc.
**Brief Negotiation Roadmap**

**OPEN THE ENCOUNTER**
- Introduce yourself and your role
- Confirm the reason for the visit
- State the appointment length
- Ask Permission
- Ask Open-ended question
- Listen without judgment or interruption
- Summarize / reflect what the patient said
- Information exchange as appropriate

**NEGOTIATE THE AGENDA**
- Offer options: On this chart are a number of things that can affect
- Elicit patient choice: Is there one area you would like to focus on today?
- Is there something you’d like to add to the chart, or something else you’d rather talk about?
- Information exchange as appropriate

**EXPLORE AMBIVALENCE**
- What are some reasons you would want things to stay the same? AND OR
- What are some reasons for making a change?
- What do you like about ____? AND
- What don’t you like about ____?
- Summarize

**ASSESS READINESS**
- Ruler or Readiness Scale 0 - 10
- Straight Question: Why a 5?
- Backward Question: Why a 5 and not a 2?
- Forward Question: What would need to be different to move you from a 5 to a 7 or 8?
- Summarize

**TAILOR THE TRANSITION**
- Not Ready 0 - 3
  - Raise Awareness
  - Elicit Change Talk
  - Advise & Encourage
- Unsure 4 - 6
  - Evaluate Ambivalence
  - Elicit Change Talk
  - Build Readiness
- Ready 7 - 10
  - Strengthen Commitment
  - Elicit Change Talk
  - Negotiate a Plan
- What would need to happen for you to think about changing?
- How can I help?
- Would you be interested in knowing more about ____?
- What might need to be different for you to consider making a change in the future?
- Summarize as appropriate
- Where does that leave you now?
- What do you see as your next steps?
- What are you thinking / feeling at this point?
- Where does this fit into your future?
- Summarize as appropriate
- What are your main reasons for ____? / Why is this important to you?
- What are your ideas for ____? / How might you do it?
- How might your life be different when you make this change?
- What barriers might you encounter when making this change?
- Summarize as appropriate

**CLOSE THE ENCOUNTER**
- Show appreciation
- Affirm positive behaviors
- Respectfully acknowledge decisions
- Offer Advice if appropriate
- Emphasize Choice
- Express Confidence
- Arrange for follow up and link with available resources
Highlights of MC

- Reflective listening
- Choice
- Change talk
Highlights of MCG

- Reflective listening: Targeted OEQs
- Choice: Is the agenda negotiable in content or timing?
- Change talk!
  - Explore ambivalence (exercise)
  - Assess readiness (group setting)