

# **Engaging Clients as Partners in Change Using Motivational Interviewing, Introduction and Skill Building**

## **Program Description:**

Examine the theory behind this client centered approach to working with individuals to help them prepare for and commit to making change. Motivational Interviewing is an evidence-based therapeutic technique designed to help people identify their readiness, willingness, and ability to make meaningful change in their lives. We will talk about techniques to draw out people to find out their motivations and help them become empowered to make change to meet their own goals rather than trying to externally mandate change. This introduction will involve a number of exercises to help distinguish the practice of Motivational Interviewing from other types of therapy or psychoeducation. Motivational interviewing can be added into other models to reduce attrition and increase the likelihood of participants' success. During this training we will learn specific applications of MI, have direct practice in and experience in communicating the spirit of MI and move into learning the basic clinical style of MI. Participants will strengthen and practice empathic counseling skills, understand and practice the directive aspects of MI, experience and learn the fundamental client language cues (change talk and sustain talk) that allow continued feedback and learning in practice.

## **Learning Objectives:**

Upon Completion of this workshop, participant should be able to:

- Explain the difference between persuading and using Motivational Interviewing.
- Describe benefits to evoking motivations rather than sharing information about risks and benefits
- Examine what makes it difficult to not try and problem solve before exploring motivations.
- Demonstrate the ability to ask open ended questions, reflect, and affirm clients.
- Outline ways to reduce the risk of stereotypes and unconscious bias influencing your case planning by adopting the evocative spirit of Motivational Interviewing.
- Discuss next steps to support implementing Motivational Interviewing

## **Target Audience:**

Professionals who work in public health, parent education, mental health, or substance abuse.

## **Contact Hours:**

13.0 hours

## **Agenda:**

### **Introduction to Motivational Interviewing Agenda**

1. Getting to know the wisdom in the room, building comfort and identifying goals 25 minutes

2. Empathy building—our own health and safety choices, Barriers to Making Change 30 minutes
3. Stages of Change 20 minutes
4. Core Motivational Interviewing Concepts 20 minutes
  - Partnership
  - Acceptance
  - Compassion
  - Evocation

15-minute break

5. Persuasion vs. Motivational Interviewing 60 minutes
6. Change Talk 20 minutes
7. Spirit of Motivational Interviewing 15 minutes

60-minute lunch break

8. Video Demonstration 30 minutes
9. Research showing MI works/How much MI do you need? 15 minutes
10. OARS to start yourself into MI 45 minutes
  - Open-ended questions
  - Affirmations
  - Reflections
  - Summaries

### **Skill Building Agenda**

1. Readiness Ruler 25 minutes
2. Spirit of Motivational Interviewing Interactive Review 45 minutes
3. Developing our OARS
  - Open-ended questions 45 minutes
  - Affirmations 45 minutes

15-minute break

- Reflections 90 minutes
- Summaries 45 minutes

60-minute lunch break

4. Identifying and Evoking Change Talk 60 minutes
5. Rolling with Resistance and Emphasizing Autonomy 60 minutes

15-minute break

6. Putting it all back into practice, demonstration, and application 80 minutes
7. Questions and wrap up 30 minutes

### **Faculty**

**Rachel Galanter, MPH**, is El Futuro's Technical Assistance and Consultation Lead. A NC Parenting Education Network Certified Parenting Educator, she has over 25 years of experience with children, youth, and families. She uses Motivational Interviewing, the Community Resiliency Model, and Biofeedback to help families address the stress and emotional issues that can be barriers to making change. She has employed proven models—Attachment Bio-Behavioral Catch Up, SafeCare, Language Is the Key, Triple P and Parent Child Interaction Therapy—to improve relationships between caregivers and children. Since 2002, Rachel has served as a task supervisor or field instructor for students in the MSW program at the School of Social Work. A certified trainer by the Motivational Interviewing Network of Trainers, she provides training and coaching to professionals on parent engagement, coaching, self-care, and cultural awareness to help other agencies engage clients who need support but are ambivalent about making change or getting professional support. In addition to her professional work on behalf of families, Rachel was a foster parent for a decade and added two daughters (and now four grandchildren) to her family from that time.