

*Motivational Techniques for  
Brief Interventions  
&  
Brief Treatment*

***Presenter:***

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## *Objectives*

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- *Understand Motivational Change, and*
- *Identify Stages of Change*
- *Learn Motivational Techniques for administering interventions*

## *Definition:*

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*Motivational Intervention (MI) is defined as a client-centered, directive method for enhancing intrinsic motivation to change by exploring and resolving ambivalence.*



# *Health*

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# Why Do People Change?

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- *Why people don't change.*
  - *"You would think....."*
    - *Heart attack*
    - *Diabetes*
    - *Hangovers*
    - *Damaged relationships*

# Why Do People Change?

(Pieces of a Puzzle)

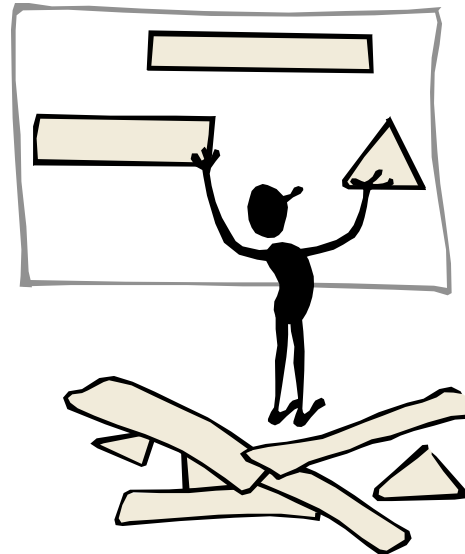
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- *Natural Change*
- *Brief Intervention Effects*
- *Dose Effects*
- *Faith/Hope Effects*
- *Counselor Effects*
  - *Accurate empathy, nonpossessive warmth, genuineness*
- *Waiting List Effects*
- *Change Talk Effects*

# Why Do People Change?

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- *Willing*
- *Able*
- *Ready*



## What Triggers Change?

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*Motivation for change arises in an accepting, empowering atmosphere that makes it safe for the person to explore the possibly painful present in relation to what is wanted and valued.*

*“Avoidance of discomfort” (old belief)*

# Ambivalence

*(The Dilemma of Change)*

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- *I Want To, And I Don't Want To*
  - *Conflict and Ambivalence*
  - *Decisional Balance*
  - *Paradoxical Responses*
  - *Readiness for What?*



## Social Context

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- *Social and cultural factors affect people's perceptions of their behavior, as well as their evaluation of its costs and benefits.*

# The Stages of Change

| <b>Stage</b>                   | <b>Definition</b>   | <b>Brief Intervention Elements to be Emphasized</b>   |
|--------------------------------|---|---|
| <b><i>Precontemplation</i></b> | The hazardous or harmful substance user is not considering Change in the near future, and may not be aware of the actual or potential consequences of continued use at this level | <b>Feedback</b> about the results of the screening, and <b>Information</b> about the hazards of substance use/misuse/abuse. |

# The Stages of Change

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| <b>Stage</b>                | <b>Definition</b>  | <b>Brief Intervention Elements to be Emphasized</b>   |
|-----------------------------|--|---|
| <b><i>Contemplation</i></b> | The substance user may be aware of substance-related consequences but is ambivalent about changing | Emphasize the benefits of changing, give <b>Information</b> about substance use/misuse/abuse problems, the risks of delaying, and discuss how to choose a <b>Goal</b> |

# The Stages of Change

| <b>Stage</b>               | <b>Definition</b>   | <b>Brief Intervention Elements to be Emphasized</b>                                   |
|----------------------------|---|---|
| <b><i>Preparation.</i></b> | The substance user has already decided to change and plans to take action | Discuss how to choose a <b>Goal</b> , and give <b>Advice</b> and <b>Encouragement</b> |

# The Stages of Change

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| <b>Stage</b>         | <b>Definition</b>   | <b>Brief Intervention Elements to be Emphasized</b> |
|----------------------|---|---|
| <b><i>Action</i></b> | The substance user has begun to cut down or stop using, but change has not become a permanent feature | Review <b>Advice</b> , give <b>Encouragement</b>    |

# The Stages of Change

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| <b>Stage</b>              | <b>Definition</b>  | <b>Brief Intervention Elements to be Emphasized</b> |
|---------------------------|--|---|
| <b><i>Maintenance</i></b> | The substance user has achieved cutting back or abstinence on a relatively permanent basis | Give <b>Encouragement</b>                           |

# Five Specific Methods Useful from First Session Onward

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- *Ask Open Questions*
- *Listen Reflectively*
- *Affirm*
- *Summarize*
- *Eliciting Change Talk*
  - *Disadvantages of the status quo*
  - *Advantages of change*
  - *Optimism about change*
  - *Intention to change*

## *Elements of Effective Motivational Interventions*

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- *The Frames approach*
- *Decisional balance exercises*
- *Discrepancies between personal goals and current behavior*
- *Flexible pacing*

# *FRAMES Approach*

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- *Feedback*



# *FRAMES Approach*

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- *Responsibility*



# *FRAMES Approach*

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- *Advice*



# *FRAMES Approach*

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- *Menus*



# *FRAMES Approach*

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- *Empathic counseling*



*(Exercise)*

# *FRAMES Approach*

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- *Self-efficacy*



## *MI Techniques*

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- *Readiness to change ruler.*
- *Importance Ruler*
- *Confidence Ruler*
- *Preparation for Change's*



## *Decisional Balance Exercises*

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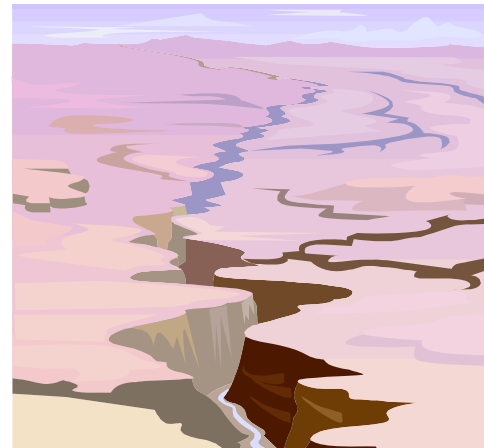
- *Pro's and Con's  
(video)*



## *Discrepancies Between Goals and Current Behavior*

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- *Help patients recognize a discrepancy or gap between their future goals and current behavior*



## *Flexible Pacing*

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- *Assess your patient's readiness and confidence for change.*

*Demonstration*

