

## APPLIED MI: PULLING IT ALL TOGETHER

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## CE Statement

The Georgia Board of Nursing deems Southwest Georgia Area Health Education Center (SOWEGA-AHEC) as an approved provider for nursing continuing education (CE). This activity is approved for 1.0 contact hour towards the continuing education competency requirement for Georgia nursing licensure renewal. No partial credit offered.

**Activity #2022-04**

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## Disclosures

- Planners & Speaker Disclosed No Conflicts of Interest
- No Commercial Support Provided for Activity

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## Objectives

- Identify how different clinical tools can be used to help a patient move towards change
- Identify core MI principles, processes, and skills using case studies
- Develop a plan for how to integrate MI into clinical practice

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## William R. Miller Wisdom



2 minutes

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## Sample Questions to ENGAGE

- I want to help you with whatever brings you in today but I also want to ask a few other questions to [get to know you better/check in on how you are doing], if that is okay with you. Which would you like to start with?
- How is your [medical illness/presenting concern] affecting you today?
- What symptoms, if any, affect your quality of life the most right now?
- What things did I not ask about that you think are important?

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### Focusing: Script for Assessment

*This is our first visit together and there are at least two things for us to do. There are some basic questions that I need to ask of everyone who comes in. I also want to get to know you a bit and to hear what, if any concerns, you have today and how I might be able to help with those. The questions will take about XX minutes. We can start with either....what's your preference?*

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### Time to FOCUS:

- I would like to review some test results with you, if that is okay.
- I am wondering what feels like the most important thing for us to discuss today.
- I have a few ideas about things we can talk about that might be helpful if you are interested.
- Here are a few things I typically talk with patients about (show menu), if any resonate with you.
- Tell me what you know about \_\_\_\_\_. (Elicit-Provide-Elicit)

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### Helpful Tools

Focusing

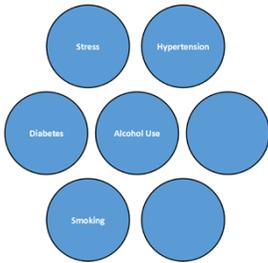
- Menu
- Feedback
- Agenda mapping
- Elicit-Provide-Elicit



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### Agenda Mapping

Sample Agenda Map



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**ELICIT**

- Existing knowledge
- Interest
- Permission

**PROVIDE**

- Affirmation
- Information one piece at a time
- Autonomy support

**ELICIT**

- Reactions
- Additional questions
- Next steps

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### Helpful Tools

Focusing

Evoking

- Agenda mapping
- Menu
- Feedback
- Elicit-Provide-Elicit

- Importance/Confidence Rulers
- Values Card Sort
- Evocative Questions



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### Importance and Confidence

|            |   |   |   |   |   |   |   |   |      |
|------------|---|---|---|---|---|---|---|---|------|
| 1          | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10   |
| Not at all |   |   |   |   |   |   |   |   | Very |

**How IMPORTANT, if at all, is it for you to think about changing [insert behavior]?**

|            |   |   |   |   |   |   |   |   |      |
|------------|---|---|---|---|---|---|---|---|------|
| 1          | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10   |
| Not at all |   |   |   |   |   |   |   |   | Very |

**How CONFIDENT, if at all, are you to change [insert behavior]?**

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### Values Clarification

**Values Clarification**

Your values are the beliefs that define who you are and what is important to you. They guide each of your choices in life. For example, someone who values family might try to spend extra time at home, while someone who values exercise in their career may try to get the appropriate understanding your values will help you recognize areas of your life that need more attention, and what to prioritize in the future.

Select the 12 most important areas from the following list. Rank them from 1-10 with "1" being the most important item.

|                |       |       |       |       |       |       |       |       |       |       |       |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Love           | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Wealth         | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Family         | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Health         | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Business       | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Knowledge      | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Power          | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Peace          | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Friendship     | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Free Time      | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Adventure      | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Variety        | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Curiosity      | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Freedom        | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Fun            | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Recognition    | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Respect        | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Popularity     | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |
| Responsibility | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ | _____ |

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### EVOKING Like a Champ

- How would your life be different if [ISSUE] was no longer an issue?
- How do you imagine life five years from now if nothing changes?
- You mentioned your loved ones are always getting on your case about [ISSUE]. What are some of the things they say?
- Tell me about a time when you were able to make a change, if only for a little while.
- “What is one thing you are willing to do?”

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### Helpful Tools

**Focusing**

- Agenda mapping
- Menu
- Feedback
- Elicit-Provide-Elicit

**Evoking**

- Importance/Confidence Rulers
- Values Card Sort
- Evocative Questions

**Planning**

- BAP
- SMART Goal Setting
- Change Plan Worksheet

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### PLANNING for the Win

- What is one small thing you can do in the next several weeks to move you towards your goal?
- What, if any, barriers do you see that might make it difficult for you to accomplish your goal?
- How confident are you on a scale from 1 (not at all confident) to 10 (very confident) that you can accomplish your goal?
- Why is your confidence a X and not a 1 or 2? (CHANGE TALK)
- What would it take to get your confidence from a X to a 9 or a 10? (CHANGE TALK)

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### SMART

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5 minutes

## MI in Healthcare

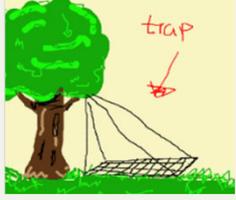


Open-Ended Question

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## Common Traps to Avoid

- Question-Answer trap
- Confrontation-Denial trap
- Expert trap
- Labeling trap
- Premature focus trap
- Blaming trap



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## Strategies for Managing Sustain Talk

- Emphasize **autonomy** ("it's really up to you")
- **Reframe** (from "my mom nags" to "she loves you a lot")
- **Agree with a twist** (from "I'm in too much pain to go." to "Pain is getting in the way of you living the life you want to live, you really want to get beyond this.")
- **Running head start** (hear out the main motivations for reluctance then ask about downsides of status quo)
- Use **double-sided reflection** and place sustain talk before change talk
- **Come alongside** (agreement without a twist, maybe client not ready for a change)

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## Change Talk Turbo Boost...

- Ask evocative questions
- Elaboration
- Extremes
- Looking back
- Looking forward
- Explore goals
- Assessment feedback
- Readiness rulers



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## Getting unstuck

- Return to engagement
- Focus on change talk rather than sustain talk
- Acknowledge "stuck" feeling and recalibrate
- Listen



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## Let's Do It...Learning from the Pros

Case Study



10 minutes

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## Appreciating Pathways

- Each utterance in MI provides a unique opportunity to guide the conversation
- There are no "right" or "wrong" utterances in getting to a particular outcome
- In general: aim for 2-1 reflection: question ratio



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## Am I Doing This Right?!? Do I...

- Listen more than I talk?
- Keep myself open to the person's issues, whatever they may be?
- Seek to understand this person?
- Invite the person to talk about his/her own ideas for change?
- Ask permission to give feedback?
- Reassure person that ambivalence to change is normal?
- Summarize what I am hearing?
- Value this person's opinion more than my own?
- Remind myself that this person is capable of making his/her own choices?

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## MI as Additive



## MI as Synergistic



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## Evaluation



- Submission of registration information, attendance and completed evaluation/successful post-test required for CE certificates. Please select evaluation link from your email registration confirmation.

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