Motivational Interviewing in Primary Care

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Overview of Motivational Interviewing

Empirically supported brief treatment approach

- originally utilized with problem drinkers
- now utilized for a range of target behaviors/populations

GOAL = behavior change

SPIRIT = collaborative, evocative, support the client’s autonomy

PRINCIPLES = express empathy, develop discrepancy, roll with resistance, support self-efficacy

(Anstiss, 2009; http://www.motivationalinterview.org/Documents)
Definition of Motivational Interviewing

- MI is a collaborative, person-centered, but directive counseling style that is geared toward eliciting and strengthening the client’s intrinsic motivation for behavior change through the exploration and resolution of ambivalence.

(Miller & Rollnick, 2002)
Stop overeating, stop drinking, stop staying out late, stop fighting, stop worrying, stop eating sweets, stop gambling...

What did the doctor say?

I don't know...

I stopped listening.
Core communication skills for MI practitioners

• **O**pen ended questions
• **A**ffirmations
• **R**eflective listening
• **S**ummaries
Strategies for MI practitioners

- Setting & agreeing on an agenda for the session
- Exploring the target behavior
- Exploring pros and cons of making changes
- Exploring the future
- Exploring options
- Exploring the importance of and confidence in making behavior changes
  - Readiness Ruler
- Setting goals and agreeing on a change plan

(Anstiss, 2009)
Client communication

Key aspects

- Change talk
- Resistance
  - Beware of the righting reflex
  - Roll with resistance
Why is MI useful for Primary Care?

- Targets behavior change which is routinely addressed in Primary Care as part of secondary and tertiary prevention
- Brief intervention – conducive to fast pace setting of Primary Care
- Complementary to other treatments
- Basic skills are relatively easy to learn and implement
- Contributes to integration of physical and mental health care
- Facilitates improved patient-provider interactions
- Increases level of patient engagement
- Promotes client centered care and shared decision making
- Can contribute to reducing the costs of chronic diseases by facilitating health behavior change
- Improves communication between provider and patient

(Anstiss, 2009;
Who uses MI in PC?

- In the VA, all primary care providers are trained in basic MI skills and encouraged to utilize MI in their interactions with patients to facilitate patient centered care:
  - Physicians, Nurse Practitioners, Nurses, Clinical Associates, Pharmacists, Dietitians, etc.

- Mental Health Providers are integrated into Primary Care and often have more advanced MI skills.
Application of MI in Primary Care

- Referral from PC provider to Primary Care-Mental Health Integration
  - Health behavior change -> utilize MI
- At least 2 sessions, about 20-30 minutes long
Demonstration of MI in Primary Care

The Effective Physician: Motivational Interviewing Demonstration