Motivational Interviewing

-Evoking Hope and Confidence
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- **Hope** is the belief that change is possible.

- **Confidence** goes one step further; that not only change is possible but I can contribute to making it happen.

Using MI skills, you can **lend hope by building confidence**.
Evoking Hope and Confidence

Sometimes we focus on providing education assuming individuals lack knowledge. Although this may be true some people have the knowledge and/or awareness but don’t know how to make a step toward change due lack of confidence.
Evoking Hope and Confidence

- Confidence has been termed “self-efficacy” and is a good predictor of movement toward change.
Strengthening Confidence

• **Confidence Talk**
  
  • Recall that one of four examples of preparatory change talk (DARN) has to do with ability.

  • Evoking talk about ability can help in strengthening hope and confidence.

  • Draw on the resources from the patient---he/she is the first source of ideas about how a change could be accomplished.
Strengthening Confidence

- Like with assessing readiness, the ruler can be used to assess confidence.
  - “Why are you at a ___(3)___ and not a ___(1)___?” (or lower number).
  - “What would it take for you to go from a ___(3)___ to a ___(5)___ (a higher number)?”
  - “How might I help you go from a ___(6)___ to an ___(8)___ (a higher number)?”

The answers to these questions will be confidence talk.
Strengthening Confidence

Giving Information and Advice

Identifying & Affirming Strengths

• Ask people directly what they think their strengths are, exploring with reflective listening

Reviewing Past Successes

• Not necessarily limited to the topic of discussion “Tell me how you did it”
Strengthening Confidence

Brainstorming

- Generate ideas for how change might be accomplished, focusing mainly on the patient’s creativity.

Reframing

- Reshape the way the individual looks at past failure to encourage rather than block further change attempts.
Evoking Hope and Confidence

Responding to Confidence Talk

When you hear confidence talk, it is important to respond in a manner that supports & strengthens it.

• OARS applies here, especially Reflective Listening
• Raise problems & challenges –
  ▪ “What might you do if…?”
  ▪ “How could you respond if…?”
  ▪ “What do you think would happen if…?”
Key Points
Evoking Hope and Confidence

• People are reluctant to commit to making a change unless they have some confidence that it is possible.

• Clients with high importance & low confidence need a different kind of help from those with low importance & high confidence.

• The clinical style of MI can be used to strengthen hope & confidence.
References

Excerpts taken from Third Edition Motivational Interviewing *Helping People Change* by William R. Miller and Stephen Rollnick