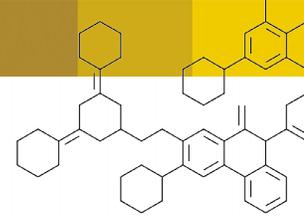


Motivational Interviewing in Primary Care



Motivational Interviewing is a style of interacting with patients that reduces resistance, addresses ambivalence and enhances patients' motivation to change.

Goals:

Avoid creating resistance—no direct arguments or aggressive confrontation.

example: “If you don't stop eating fast-food three times a day, you are going to die before you're 30.”

Elicit self-motivational statements.

example: “Well, because I am overweight I don't feel as well as I once did.”

Create a discrepancy between current behavior and the patient's goals and values.

example: “I really want to feel better. I'd like to prevent future health problems.”

Assessing Motivation:

1. How important is it for you to change any aspect of your _____ on a scale of 1-10?

The patient gives a number and you say, “Why not lower, what makes you want to change?”

2. How ready are you to make that change on a scale of 1-10?

The patient gives a number and you say, “Why not lower, what makes you want to change?”

3. How confident are you that you can make that change on as a scale from 1-10?

The patient gives a number and you say, “Why not lower, what makes you want to change?”

Why This Works: When we ask patients why they want to change, we prompt patients to tell us *why they are motivated*. Conversely, when we confront too aggressively— “If you don't eat better, you're going to die before you're 30.”—we prompt patients to *give us excuses* and *become more resistant* to our ideas about change.

Listen and Reflect:

After asking the above questions, restate the patients' answers.

example: “It sounds like you believe that you would like to make healthier lifestyle choices, but you are concerned that change will be difficult.”

Why This Works: When we demonstrate that we have listened, the patients' level of resistance is lowered, they feel more understood and become more willing to listen to our advice and recommendations.

