

## Lesson 0908

Video/CD Title: Motivational Interviewing Training – Part 5  
Disc Start Time: 00:00

Author: The Change Companies  
Disc End Time: 0:54:36

**Instructions:** Based on the training video you are about to watch, learning motivational interviewing (MI) appears to be more about the spirit of MI instead of a series of steps or a technique to follow. MI is founded on a few basic principles upon which the facilitator (that's you) must buy into and apply in order to successfully utilize MI. The principles are as follows:

- All of the greatness an individual needs in order to make positive change in his life is already inside of him.
- The best expert on the individual is the individual himself.
- MI seeks to honor the individual in need of change by allowing the individual to be the center of the process instead of the facilitator. It is a collaboration between the two people.
- The best motivation for change can be found inside of the individual.
- MI seeks to empower the individual for change by drawing out his own change talk which in turn leads to actual change.
- Compassion and empathy for the individual are the driving force behind MI.

For most of this lesson, the form is structured to facilitate you taking notes. Interspersed within the lesson are opportunities to reflect on what you are seeing. It is recommend you that you pause frequently to takes notes and/or answer questions.

### Drill Down 1:

- Importance and Confidence:

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- In the sample interview ("Evoking Client Strengths"), who identified the client's strengths, the client or the interviewer? How did the interviewer keep the conversation about the client's strengths going?

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- Counseling with Neutrality – Decision Balance:

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## Lesson 0908

- Developing Discrepancy:

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**Discussion 2:** In the following three interviews, the same client is being interviewed about the same issue using three different techniques.

**Drill Down 2:**

- In this sample interview (“MI in Health Care Consultation”), what example of proper MI do you see being used?

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- In this sample interview (“Overuse of Directing”), how is this not proper MI?

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- In this sample interview (“Overuse of Following”), how is this not proper MI?

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**Discussion 3:** Challenges in Application of Motivational Interviewing

**Drill Down 3:**

- Learning MI:

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- How do you know when you’re doing MI?

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