

## Lesson 0904

Video/CD Title: Motivational Interviewing Training – Part 1  
Disc Start Time: 00:00

Author: The Change Companies  
Disc End Time: 1:10:45

**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.

**Discussion 1:** What is Motivational Interviewing?

**Drill Down 1:**

- How MI developed:

---

---

- What is unique and essential to MI?

---

---

---

- Foundations and spirit of MI:

---

---

---

## Lesson 0904

- Four Fundamental Processes of MI:

- Engaging:

---

---

- Focusing:

---

---

- Evoking:

---

---

- Planning:

---

---

- What makes counseling MI?

---

---

- In the sample interview (“Original Demonstration of Motivational Interviewing”), what differences do you notice between how the interviewer helps the interviewee consider making changes in his life versus how you are used to helping someone?

---

---

---

- In this sample interview (“Two Styles in Engaging with a Mandated Client”), notice the two different styles of in engaging and share what you see. Why do you think the MI approach is more effective? Once a man comes to New Name less than certain about his desire for change, he becomes much like the “mandated client” shown here. How might you use MI to “convert” someone from just wanting a bed to being motivated to change?

---

---

---

---