

# Introduction to Motivational Interviewing

Rosemarie C. Sachs, LMFT, member of MINT, Inc.

## Learning Objective

- Describe the principles and foundations of Motivational Interviewing.
- Identify the stages of change and apply MI in each stage.
- Use the four elements of the MI spirit to maintain a collaborative working relationship.
- Use the four core skills of MI to focus your understanding of the needs of the person you are working with.
- Identify the four processes of MI and utilize as the conversation road map.
- Distinguish between and respond to sustain talk and discord.
- Identify opportunities to use the skill: Elicit-Provide-Elicit to share information.

## Time

## Activity

8:00am – 8:30am	Sign-ins and Networking
8:30am – 9:00am	Introductions/Objectives
9:00am – 10:15am	Two Styles Exercise  What is Motivational Interviewing? Concepts of Motivation, Change, Ambivalence, and Talking about change
10:15am – 10:30am	Break
10:30am – 12:00pm	Change Plan/Stages of Change/Readiness to Change  Spirit of MI – Relational Aspect  Video & Thoughts
12:00pm – 1:00pm	Lunch
1:00pm – 2:30pm	Processes & Practice: Engaging/Focusing  EPE and OARS Skills
2:30pm – 2:45pm	Break
2:45pm – 3:15pm	Sustain Talk/Discord
3:15pm – 4:15pm	Processes & Practice: Evoking Change Talk  Recognizing and Responding/Planning
4:15pm – 4:30pm	Wrap – Up: Questions, Comments

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## ***AM Group***

### ***Time***

### ***Activity***

8:30am – 10:00am

Review of previous class

Reflective Listening Practice

10:00am – 10:15am

Break

10:15am – 12:15pm

Engaging: OARS Practice

Focusing: Bubble Sheet/EPE Practice

Evoking: Identifying & Responding to Change Talk

Planning: Change Plan

Wrap-up/Questions

12:15pm-12:30pm

Post Test/Evaluation

## ***PM Group***

### ***Time***

### ***Activity***

1:00pm – 2:30pm

Review of previous class

Reflective Listening Practice

2:30pm – 2:45pm

Break

2:45pm – 4:45pm

Engaging: OARS Practice

Focusing: Bubble Sheet/EPE Practice

Evoking: Identifying & Responding to Change Talk

Planning: Change Plan

Wrap-up/Questions

4:45pm – 5:00pm

Post Test/Evaluation