



# Motivational Interviewing

## Fueling the Fire for Change

Presented by

**Allan Zuckoff, Ph.D.**

### Overview

Dr. Zuckoff illustrates using live and video demonstration, how Motivational Interviewing can help clients change. Participants will also have the opportunity to engage in guided practice of select MI strategies and techniques.

**Objectives:** Participants will be able to describe:

- The MI model of motivation for change
- The Spirit and Four Processes of MI
- How to avoid traps and engage clients using the

core OARS skills

- How to collaboratively develop a focus for an MI conversation
- How to increase importance and confidence for change by recognizing, responding to, and eliciting change talk
- How to recognize and distinguish sustain talk and discord and how to respond effectively to reduce them
- How to recognize and strengthen readiness

## 11 Hours

### Foundations of Motivational Interviewing

- Ambivalence and motivation for change
- Talking with people about change: The interpersonal nature of resistance

### The MI Model of Facilitating Change

- The Spirit of MI
- The Four Processes of MI

### The Process of Engaging

- Avoiding Traps
- Open Questions, Affirmation, Reflection, Summary: Using the core OARS skills

### The Processes of Focusing and Evoking, Part 1: Change Talk

- Setting the agenda and establishing direction
- Recognizing change talk
- Responding to change talk

### Reframing Resistance: Sustain Talk and Discord

- Distinguishing sustain talk and discord from each other

- Responding to sustain talk
- Responding to discord

### The Process of Evoking, Part 2: Building Importance of Change

- Developing discrepancy in MI
- Strategies for evoking desire, reasons, and need for change
- The Values Card Sort

### The Process of Evoking, Part 3: Building Confidence for Change

- Strengthening self-efficacy in MI
- Strategies for evoking ability to change
- Scaling importance and confidence

### The Process of Planning

- Recognizing readiness and strengthening commitment to change
- Developing an MI change plan
- Effective advice-giving: When and How

## Allan Zuckoff, Ph.D.

Allan Zuckoff, Ph.D., is Director of Training at Vital Decisions, LLC and previously a member of the faculties of psychiatry and psychology at the University of Pittsburgh.

Dr. Zuckoff has specialized in motivational interviewing training, research, and practice for more than two decades. He has been Chairman of the Board of Directors of the international Motivational Interviewing Network of Trainers (MINT), editor of the MINT Bulletin and the online journal *Motivational Interviewing*.

He led MI workshops on three continents with professionals from a wide variety of disciplines and practice areas. His research, published in numerous

articles and chapters, focused on development and testing of novel applications of MI, especially related to treatment engagement and adherence and decision-making.

Dr. Zuckoff is the author (with Bonnie Gorscak, Ph.D.) of the text, *Finding Your Way to Change: How the Power of Motivational Interviewing Can Reveal What You Want and Help You Get There*, the first self-guided application of MI. He is also co-author (with Dennis C. Daley, Ph.D.) of a book for professionals, *Improving Treatment Compliance: Counseling and Systems Strategies for Substance Abuse and Dual Disorders*.

**Approved Home Study 11 CE Hours for Psychologists Counselors Social Workers Nurses MFT AOTA**

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