



Motivational Interviewing

Enabling Therapeutic Change

Presented by

Allan Zuckoff, Ph.D.

Friday February 26, 2021

LIVE INTERACTIVE WEBINAR 9 a.m. - 4:15 p.m. ET

Overview & Agenda: Motivational Interviewing (MI) is a counseling method for strengthening a person's own motivation and commitment to change by creating an accepting and collaborative relationship and paying special attention to the language of change. With MI, ambivalence about change can be resolved and plans for change put into practice.

With more than 1,000 published studies and application in a wide variety of mental health, substance use, and health behavior settings, MI is an approach whose brevity, adaptability, and clinical wisdom have made it especially appealing to practitioners.

In this lively and interactive webinar, Dr. Zuckoff will describe, illustrate, and demonstrate how MI can be used to help clients change.

9 a.m. **Ambivalence and Change: The Spirit and Processes of Motivational Interviewing**

- When do people change?
- How can we facilitate change?

10:30 Break

10:45 **The Engaging Process: Establishing Trust and Safety**

- Using OARS
- Avoiding traps and defusing discord

12:15 p.m. Lunch

1:00 **The Evoking Process: Building Importance of Change**

- Recognizing, responding to, and evoking desire, reasons, and need for change
- The Values Card Sort

2:30 Break

2:45 **The Evoking Process: Strengthening Confidence for Change**

- Recognizing, responding to, and evoking ability to change
- Scaling confidence

4:15 Adjournment

Objectives - Participants will be able to describe:

- The relationship between ambivalence, resistance, and motivation for change
- The Spirit and Processes of MI
- How to engage clients by avoiding traps, establishing trust, and defusing discord
- How to increase importance and confidence for change by recognizing, responding to, and evoking change talk
- How to use the Values Card Sort and Scaling strategies to enhance motivation and readiness to change

Allan Zuckoff, PhD, Vice President for Clinical Program Development at Vital Decisions, is a clinical psychologist who has specialized in MI training, research, and practice for the past 25 years. A member of the Motivational Interviewing Network of Trainers (MINT) and a trainer of trainers, he serves on the MINT Board of Directors and has been the editor of the *MINT Bulletin* and *Motivational Interviewing: Training, Research, Implementation, Practice*. As a member of the departments of psychiatry and psychology at the University of Pittsburgh, he oversaw intervention development, training, and fidelity monitoring for a dozen clinical trials of MI in substance use, mental health, and health behavior settings. He has published more than 40 articles and chapters and 2 books related to this work, including *Finding Your Way to Change: How the Power of Motivational Interviewing Can Reveal What You Want and Help You Get There* (with Bonnie Gorscak, Ph.D.), the first self-help application of MI, and *Improving Treatment Compliance: Counseling and Systems Strategies for Substance Abuse and Dual Disorders* (with Dennis C. Daley, Ph.D.), a book for professionals.



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