

What Stimulates Change?
Translating Theory Into Practice

Alissa Leavitt, MPH, CHES
Sara Gardner-Smith, CHES
Dana Sturtavant, MS, RD

OBJECTIVES

- Describe the spirit and key principles of Motivational Interviewing.
- Evaluate the content and outcomes of MI training for general healthcare professionals.
- Identify the OPHA Health Education & Promotion section as a statewide resource for health education and promotion training.

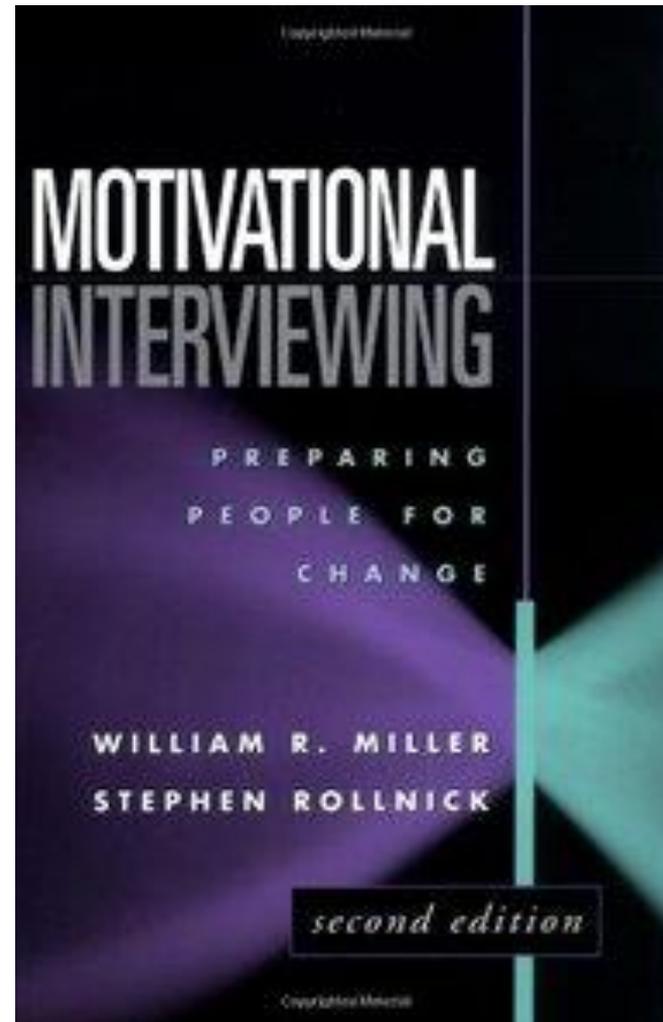


BACKGROUND



MOTIVATIONAL INTERVIEWING (MI)

- Evidence-based clinical counseling method.
- Designed for evoking intrinsic motivation for positive behavior change.
- Originally developed in the drug and alcohol field.
- MI is now being widely applied in health care.



Systematic review and meta analysis investigated MI's efficacy in medical care settings.

- Provides a moderate advantage over comparison interventions.
- Could be used for a wide range of behavioral issues in health care.

- HIV viral load
- Dental outcomes
- Body weight
- Alcohol and tobacco use
- Sedentary behavior
- Self-monitoring confidence in change
- Approach to treatment.

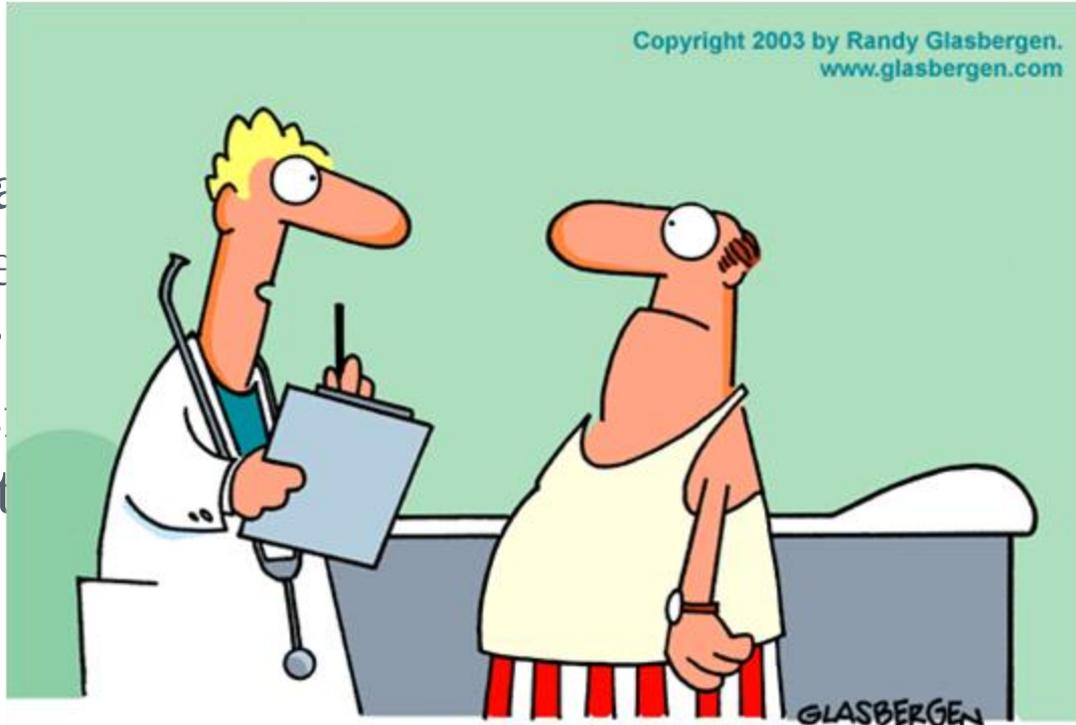


MI WORKSHOP OBJECTIVES

- Use listening skills to strengthen a patient's commitment to change.
- Elicit change talk – statements a patient makes in support of change.
- Assess a patient's readiness to change.
- Explore ambivalence about change.
- Provide feedback, information or advice in a motivation-enhancing way.



The pa
accepte
matter
to cons
against



els
– no
freedom
efend

“What fits your busy schedule better, exercising one hour a day or being dead 24 hours a day?”



SPIRIT AND KEY PRINCIPLES OF MOTIVATIONAL INTERVIEWING

- Understanding
- Patient-centered
- Collaborative
- Individualized
- Emphasizing freedom of choice
- Respectful/accepting



READINESS TO CHANGE

0---1---2---3---4---5---6---7---8---9---10

Confidence in Motivating Change



METHODS

- Retrospective pretest and posttest design to conduct follow-up evaluation (n = 25).
- Face-to-face interviews were conducted (n = 5).
- Participants voluntarily completed assessments of their perceived confidence, knowledge and skills using MI techniques.



RESULTS

- Significant increase in participants' confidence, knowledge and skills using MI techniques.
- Results were consistent across interviews with different health professionals.



PARTICIPANTS' SURVEY RESPONSES

- Overall, how would you rate your knowledge, skills and confidence before and after the workshop to use MI techniques?

	Poor	Fair	Good	Excellent
Before the workshop	26.7%	60%	6.7%	6.7%
After the workshop	0%	13.3%	80%	6.7%

BARRIERS TO USING MI TECHNIQUES

- *“Hard to remember to put techniques into practice”*
- *“MI can be difficult if I don't have a good rapport built with the family, or they have limited insight/reflective capacity”*
- *“Working with someone who doesn't want to speak”*
- *“I just need to practice, as practice helps my confidence in these techniques”*
- *“Does take some work, so practice is needed”*
- *“Natural tendency to tell people what they should do!”*



MI IN PRACTICE

Sara Gardner-Smith, CHES

Health Promotion & Quality Improvement Specialist

Moda Health (formerly ODS)



CONCLUSIONS

- More intensive training is needed to develop MI competence.
- Targeted MI training has short-term efficacy and is well-received by health professionals.
- Practice, Practice, Practice.



HEALTH EDUCATION AND PROMOTION SECTION GOALS

- To provide OPHA with expertise and leadership in regard to health education and promotion.
- To provide Health Education and Promotion professionals with training and continuing educational opportunities.



CONTACT INFORMATION

Alissa Leavitt

OPHA Health Education & Promotion Section Chair

Alissa.leavitt@pcc.edu

Sara Gardener-Smith

OPHA Health Education & Promotion Section co-Chair
and Board Representative

sara.gardnersmith@hotmail.com

Dana Sturtevant

dana@benourished.org

For more information about Dana, visit
www.benourished.org

be nourished



**I DON'T ALWAYS GET MY PATIENTS
TO STOP DRINKING**



**BUT WHEN I DO, I USE
MOTIVATIONAL INTERVIEWING**

Troll.me

EXTRA SLIDES



ELICITING CHANGE TALK

- For example:

“What concerns do you have about your health?”

“How is the transition to this new diet going?”

“What things make you think that this is a problem?”

“If you were to just continue as you are today, where do you see yourself in five years?”

	Poor	Fair	Good	Excellent
Before the workshop	20%	73.3%		
After the workshop		6.7%	86.7%	6.7%



EXPLORE/OFFER/EXPLORE

- **Explore** before giving information
- **Offer** information
- **Explore** their reaction after giving information

	Poor	Fair	Good	Excellent
Before the workshop	20%	66.7%	6.7%	6.7%
After the workshop	6.7%	26.7%	53.3%	13.3%

