THE ART OF POSSIBILITY
IN CONVERSATION

HAVING MOTIVATIONAL CONVERSATIONS

FOR
ALAMEDA COUNTY TOBACCO RECOVERY CONFERENCE 2.0
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WHO ARE YOU ALL?

TELL ME A BIT ABOUT WHAT YOU KNOW ABOUT MI
3 ELEMENTS OF MI CONVERSATIONS

- SPIRIT
- OARS
  - CHANGE TALK & SUSTAIN TALK
  - DISCORD OR RESISTANCE
  - COMMITMENT LANGUAGE
BRIEF OVERVIEW OF MI

• Left Side
  • Spirit
• Right Side
  • Skills & Strategies

“MI is a way of being and that way must be of love. It is love and profound respect that make the music in MI without which the words are empty.”

---- Bill Miller, 2000
SPIRIT IN MI

To “listen” another's soul into a condition of disclosure and discovery may be almost the greatest service that any human being ever performs for another.

.....Douglas Steere from Gleanings: A Random Harvest
THE ELEMENTS OF SPIRIT IN MI

• Collaboration
• Evocation
• Autonomy
• Compassion

• Perception
• Curiosity
• Ethics
WHAT LEADS TO CHANGE?

- Client Factors: 40%
- Relational Factors: 30%
- Hope & Expectancy: 15%
- Model & technique: 15%

*Note:* Up to 60% of change is due to *rapport*
MI IN SMOKING CESSATION

01
Meta analysis in 2010: MI APPROACHES CAN BE USEFUL FOR ADULTS & TEENS

02
Study in 2016 on Smoking with those with SMI’s

03
Results:
MI LED TO MORE SMOKERS ATTEMPTING TO QUIT

04
Conclusions?
• MI appears to work best with medication supports
• Brief interventions w/adaptations of MI appear to increase quit attempts
• More research is required!
Bill’s Illustration of Persuasion

OR.....WHAT’S NOT MI!
PERSUASION: 
THE SPEAKER

- **Topic:** Something about yourself you...
  - Want to change
  - Need to change
  - Should/ought to change
  - Have been thinking about changing

But you haven’t done yet
(ambivalence!)
PERSUASION: THE LISTENER
(REMEMBER: THIS IS NOT MI)

1. Explain why your participant should make this change.
2. Give at least 3 specific benefits to them of making this change.
3. Tell them how to change.
4. Emphasize how important it is for them to change, and...
5. Tell them to “Just Do It!”
A TASTE OF MI: THE SPEAKER

- Topic: Something about yourself you...
  - Want to change
  - Need to change
  - Should/ought to change
  - Have been thinking about changing...

But you haven’t done yet
(ambivalence!)
TASTE OF MI: THE LISTENER, PART 1

- Listen intently with the goal of understanding your speaker’s circumstance & ambivalence
- Give no advice
- Ask these 4 open questions:
  - Why would you want to make this change now?
  - How might you go about it, to be successful?
  - What are your 3 best reasons to make this change?
  - On a scale of 1-10 (1 is low & 10 is high), how important is it to make this change?
    - How come you’re a _____ & not a 1?
TASTE OF MI: LISTENER, PART 2

Give a short summary/bouquet of reflections of the speaker’s motivations for change

- Desire for change
- Ability to change
- Reasons for change
- Need for change

Finally, ask: “So, what do you think you’ll do?” & just listen intently
THE 4 FUNDAMENTAL PROCESSES OF MI

- Engaging
- Focusing
- Evoking
- Planning
FOUR FUNDAMENTAL PROCESSES OF MI

Engaging
Focusing
Evoking
Planning
FUNDAMENTAL PROCESS #1

Engaging
ENGAGING

- Clients need to feel safe
  - May take time
  - May need to be reworked
- Ambivalence is normal
- Therapeutic alliance essential to change
- ‘Pathological’ listening w/OARS
- Reveal client goals/values
THE MORE FAITHFULLY YOU LISTEN TO THE VOICE WITHIN YOU, THE BETTER YOU WILL HEAR WHAT IS SOUNDING OUTSIDE. ONLY HE WHO LISTENS CAN SPEAK

– DAG HAMMARSKOLD, SWEDISH DIPLOMAT, ECONOMIST, AND AUTHOR; 2ND UN SECRETARY-GENERAL
FUNDAMENTAL PROCESS 3

- Evoking
- Focusing
- Engaging
• OARS
• Change Talk (DARN)
• Commitment Language (CAT)
• Key Questions
  • Getting Teflon™-Coated
FUNDAMENTAL PROCESS 4

Engaging
Focusing
Evoking
Planning
PLANNING

• Requires an active practitioner
  • Moving into & out of communication styles
  • Offering information is critical skill
  • Not a one time event
  • Be prepared to share concerns

❖ Listen for your own “Righting Reflex”

NOTE: CAREFUL not to get caught in it’s undertow
DVD

WITH TERRI MOYERS, PHD
(UNM)

16:35

THE CONFIRMED SMOKER

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WALK AWAY SKILL: KEY QUESTIONS
OR GETTING TEFLON-COATED

- What do you think you will do?
- It must be uncomfortable for you now, seeing all this. What’s the next step?
- What do you think has to change?
- What could you do?
- What are your options?
- It sounds like things can’t stay the way they are now. What are you going to do?
- Of the things we’ve discussed, which for you are the most important reasons for a change?
- How are you going to make this change?
- What’s going to happen now?
- Where do you/we go from here?
- How would you like things to turn out for you now, ideally?
- What concerns you about changing you use of ....?
- Where can you go from here?
- What seems to make the most sense for you, when you think about all this?
- What’s your next step?
- What can you do at this point?
**WALK AWAY SKILL:**
**ASK-TELL-ASK**

- **Ask** what the client knows about your topic
- **Tell** the client the information you need/want to share (chunklets only!)
- **Ask** what their response is to this information
LETTING GO

“IF YOU LET GO A LITTLE YOU’LL HAVE A LITTLE PEACE; IF YOU LET GO A LOT YOU’LL HAVE A LOT OF PEACE; AND IF YOU LET GO COMPLETELY, YOU’LL HAVE COMPLETE PEACE.”

—FROM “STILL FOREST POOL” BY AJAHN CHAH
THANK YOU!!

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