

Motivational Interviewing with Adolescents Who Smoke

Allan Zuckoff, PhD
Western Psychiatric Institute and Clinic
University of Pittsburgh School of Medicine
Pittsburgh, Pennsylvania, USA

Motivational Interviewing

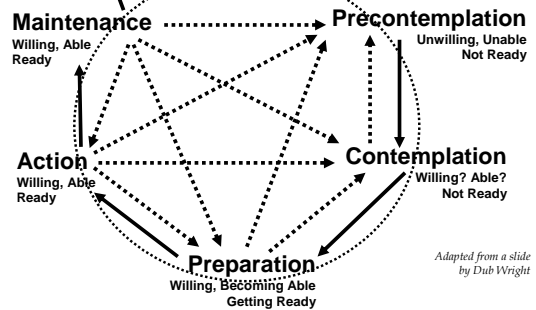
- Person-centered, goal-oriented method for evoking and strengthening a person's own motivation to change by engaging and resolving ambivalence
 - Originated by William R. Miller, PhD (1983)
 - Developed and refined by William R. Miller, PhD & Stephen Rollnick, PhD (1991, 2002)

Motivation for Change "Ready, Willing, & Able"

- Willing
 - Importance of Change
 - Problem / Need Recognition
 - Expectations (Pros / Cons)
- Able
 - Confidence for Change
 - Global
 - Specific
- Ready
 - Intention to Change

Stages of Change

Prochaska & DiClemente, 1992



Adapted from a slide
by Dub Wright

How Do Precontemplators Respond When You Talk to Them About Smoking?

- 5 R's*
 - Reluctant
 - Rationalizing
 - Rebellious
 - Resigned
 - Receptive/Deceptive

* Adapted from: DiClemente, C.C. & Velasquez, M.M. (2002). Motivational interviewing and the stages of change. In W.R. Miller & S. Rollnick, *Motivational interviewing: Preparing people for change*. (2nd Edition). New York: Guilford.

Talking about Change Contemplation

- Facing a decision about change, people contemplate their options
- People get stuck in ambivalence when
 - they don't know what they want to do (conflicting options have advantages/disadvantages) and/or
 - they don't believe they can do what they want to do (succeed at accomplishing a desired choice)

Ambivalence Under Pressure

- Six R's
 - Reluctant
 - Rebellious
 - Rationalizing
 - Resigned
 - Receptive/Deceptive
 - Relieved

Ambivalence, Motivation, Change

- Motivation for change is influenced by interpersonal interactions
- When we are ambivalent, expectations of change trigger resistance ("reactance," or protection of autonomy), which maintains the status quo
- Constructive conversations about change involve accepting ambivalence as normal while increasing *importance* and *confidence* for change

If ambivalence is not overcome through education, persuasion, or pressure, how is it resolved?

- Who talks about change, and how, matters
 - It is not the clinician, but the patient, who makes the arguments for change

Spirit of MI

- Autonomy
 - Patients, not physicians, are responsible for patients' choices, actions, and viewpoints
- Collaboration
 - Find the places where the physician's aspirations for the patient and the patient's aspirations for him/herself meet
- Evocation
 - Patients, rather than physicians, talk about change

Change Talk

- DARN (Preparatory)
 - Desire *I want to...*
 - Ability *I can...*
 - Reasons *I should because...*
 - Need *I must...*
- CAT (Mobilizing)
 - Commitment *I might... → I'll try... → I will...*
 - Activation *I'm ready to...*
 - Taking Steps *I've begun to...*

Principles of MI

- Express Empathy
 - Accurate understanding is communicated without judgment via reflective listening
- Roll with Resistance
 - Tension in the relationship is minimized
- Develop Discrepancy
 - Distance between current behavior and personal goals and/or values is elicited and highlighted
- Support Self-efficacy
 - Optimism about ability to succeed is supported

Avoid Traps

- Closed Questioning
- Taking Sides
- Being the Expert
- Labeling
- Premature Focus

Use “OARS”

- **O**pen-ended Questions
 - Answered with a wide range of responses
 - Invites patient perspective or self-exploration
- **A**ffirmation
 - Appreciation of positives and strengths
- **R**eflection
 - Statements that check and/or extend understanding
- **S**ummarizing
 - Collecting, linking, making transitions

Recognize Resistance

- Arguing
- Interrupting
- Ignoring
- Negating
 - Denying, Excusing, Minimizing, Blaming, Disagreeing, Claiming Impunity
- Pseudocompliance
- Non-adherence

Discuss the Decisional Balance

- Ask about Pros of Smoking / Cons of Quitting
 - “What are some of the things you like about smoking? What else?”
 - “What would make you reluctant to quit?”
- Ask about Cons of Smoking / Pros of Quitting
 - “What are some of the not-so-good things about smoking for you? What else?”
 - “What would be the benefits for you of quitting?”
- Double-sided Summary
 - “What you like about smoking is...
At the same time, what’s not so good is...”

Scale Importance & Confidence

- Assess Importance and Confidence
 - “How important is it to you to quit smoking, where 0 is ‘not important at all’ and 10 ‘very important’?”
 - “If you decided to quit, how confident are you that you would succeed, where 0 is ‘not at all confident’ and 10 ‘very confident’?”
- Explore Importance and/or Confidence
 - “What made you choose X and not X – 3-4?”
 - “What would have to happen / What would you need to move up to X + 3-4?”
- Summarize

Elicit / Provide / Elicit

- Elicit Patient’s Ideas / Experience
 - “What do you know about how smoking affects...?”
 - “What have you already tried to help you quit?”
- Provide Information / Advice
 - “When you smoke, the effect is...”
 - “One option that many of my patients have found helpful is...”
- Elicit Patient’s Reactions
 - “What do you think about that?”
 - “How does that sound to you?”

Effective Brief Intervention

Bien, Miller, & Tonigan, 1993

- **F**eedback
 - Personalized, objective
- **R**esponsibility
- **A**dvice
- **M**enu
 - Options to choose from
- **E**mpathy
- **S**elf-efficacy

FRAMES Paragraph

- **F**: *"Your tests show... and this means..."*
- **R**: *"Whether or not you make a change in your smoking is completely up to you."*
- **A**: *"As your doctor, I would strongly recommend that you quit because..."*
- **M**: *"There are a number of ways to help you quit, and I'd be happy to discuss them with you to figure out which one is right for you."*
- **E**: *"This probably isn't easy to hear. You've been smoking for a while and it's a part of your life."*
- **S**: *"I'm confident that you'll be able to do this if you decide it's what you want to do."*

Ask Key Questions

- *"What do you make of all this?"*
- *"What do you want to do?"*
- *"What does all this mean?"*
- *"What do you think has to change?"*
- *"What are your options now?"*
- *"Where do we go from here?"*
- *"How are you going to deal with this?"*
- *"What's the next step?"*

Demonstration