



Motivational Interviewing in Clinical Care: Facilitate Change, Improve Outcomes

AGENDA

Day 1

- Training Introduction
- MI Style, Spirit
- The Processes of MI: **Engaging, Focusing, Evoking, and Planning**
- **Engaging** patients and caregivers
 - Through open questions
 - Through reflections
 - By avoiding traps that disengage
- **Focusing** conversations for greater collaboration and commitment
 - Agenda mapping
 - The funnel approach

Day 2

- **Evoking** patient/caregiver change language
 - Recognizing change talk
 - Using MI skills to evoke change talk
 - Develop discrepancy
 - Increase importance talk
 - Increase confidence talk
 - Incorporate evoking influencers
 - Crafting change talk summaries
- Discuss challenging cases

Day 3

- Assessing readiness for planning
- **Planning** for change
- Responding to resistance
- Skill integration