



# **Advanced Training**

## **Motivational Interviewing**

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## **MODULE 1: Stop Drop and Roll**

**Level 1: Small Fire** – Counter Change Talk, Passive, Chatty, Little to No Follow-Up

**Level 2: Full Blaze** – Discord, Anger, Annoyance

**STOP** whatever you are talking about

**DROP** into calming mode

Express empathy/describe feeling

Affirm values and strengths

Example: “You’re feeling frustrated, but you’re thinking ahead too.” (describe feelings, affirm a strength)

**If full blaze – apologize**

Example: “I am sorry that it feels like we’re nagging you.”  
(apologize, describe feelings)

**ROLL** by supporting autonomy

Example: “*You have a lot to manage, and your job is your priority. The next step is really your decision*” (promote personal responsibility, emphasize personal choice)

**If full blaze – shift focus**

Example: “*You know yourself best. If you’re willing, I’d like to understand more about what’s going on in your life.*”  
(emphasize personal choice, shift focus)

## **Module 2: Case Presentations**

- Discuss the use of different MI strategies for various real life scenarios that might be difficult to manage (remember, there are no difficult clients only difficult situations - In Jamaica they say “there are no problems man, only situations)

## **Module 3: Session Outline**

### **ENGAGING**

- Deliver opening statement describing the purpose of the session, highlighting client choice about any change
- Use open questions and reflections to build rapport and reinforce change talk
- Elicit and discuss clients view on target behavior
- Provide information (Ask-Tell-Ask) and “Assess” in an MI style when needed
- Summarize discussion

### **FOCUSING**

- Discuss the focus for the rest of session (set an agenda) using open ended focusing questions (see toolbox)
- Summarize the discussion

### **EVOKING**

- Use open questions to elicit change talk (ruler if desired)
- Reinforce with reflections
- Summarize and ask key question to lead to planning (Example: Where do you want to go from here?)

### **PLANNING**

- Ask for permission to discuss a plan for next steps
- Use open ended planning questions to elicit a plan including if-then plans
- If client is not ready to change target behavior, then consider a plan to return to talk to provider
- Provide a menu of options with Ask-Tell-Ask if necessary
- Continue to reinforce change talk and commitment language and listen for the re-emergence of ambivalence
- Elicit commitment language and reinforce with reflections

- Provide a final summary (where client started, where they ended, their change talk, an affirmation, emphasize autonomy)
- Express hope and optimism