

Motivational Interviewing:

TEN PEARLS FROM PSYCHOLOGY OF BEHAVIOUR CHANGE

- 1- All Patients have some inner ABILITY to change behaviours for the better of their health. 99.9% of individuals want better health. (There are extremely few flawed, recalcitrant, lazy, patients who are gripped with pernicious denial.) Never give up on anyone.
- 2 - Patients tend to favour and follow their OWN IDEAS AND EMOTIONS rather than the ideas of others, even their doctor's recommendations. However, the way you communicate with patients can substantially influence their personal motivation for behavioural change. Find their ideas or plant seeds of positive ideas that feel their own.
- 3 - Patients are RESPONSIBLE for their own change. You can only guide them to where they want to go if they want to change. Ask for RIC.
R. Readiness for change. I. Importance. C. Confidence
Ask permission before guiding.
- 4 - Patients believe what they keep repeating to themselves. Be aware and try to listen for the INNER TALK.
- 5 - Patients follow their own EMOTIONS more than their thoughts. (Passion often wins over Reason) Reflect and AMPLIFY THE EMOTIONS that are identified as the pros for change.
- 6 - Patients need to feel that the problem behaviour is PERSONALLY important and real to be valued for change. Make the behaviour feel personal this out to them.
- 7 - Patients that are stuck in a bad behaviour feel ambivalent about changing. Most often they VALUE THE STATUS QUO (even when they say they are unhappy in it). The Cons to changing are usually very easy to elicit. They are very specific and numerous. The Pros to changing are usually vague, far in the future, and easy to ignore. You need to elicit and deal with the Cons as manageable barriers and amplify the Pros to enable change.
- 8 - If you push against the resistance to change, the patient pushes back and that strengthens the Cons. This perpetuates the UNHEALTHY status quo. Avoid preaching about health.
- 9 - In Motivational interviewing the patients are your teachers. Keep trying it because the more you do the better you get at guiding their change.
- 10 - As a health care provider you can have HUGE influence. If you master the art of motivating patients to have healthy behaviours you will save many lives