



A Taste of Motivational Interviewing

Who is the Training For?

Physiotherapists and physiotherapy students who are interested in refining their skills for engaging patients in treatment and encouraging meaningful health behaviour change.

Background

The success of physiotherapy is often influenced by the extent to which patients engage with it and adhere to the specific exercises and lifestyle changes that are recommended. However, this usually requires a high degree of effort and motivation on the part of the patient and poor adherence is a common problem. A key task for physiotherapists therefore, is enhancing motivation for behaviour change.

Traditional approaches to encouraging behaviour change involve the provision of 'expert advice'. The assumption is that patients lack insight into their condition and don't know what or how to change. Whilst advice giving can be helpful, not all patients are ready, willing or confident in their ability to change.¹ As a consequence, attempts to educate or advise, however well-intentioned, can result in unproductive dialogue which is frustrating for all concerned.²

An alternative approach that can work well in helping patients to change behaviour is called motivational interviewing (MI). MI has been defined as a collaborative conversation to strengthen a person's own motivation for and commitment to change.¹ MI rests on a foundation of patient-centred counselling skills to provide the conditions of support that are conducive to change, and seeks to *selectively* elicit and reinforce the patient's own arguments and reasons for modifying their behaviour.

Meta analyses of MI across behaviours and problem areas have shown it can be an effective and efficient method.^{3,4} Patients also make better use of treatment after MI; when it is used as an adjunct to other clinical interventions, attendance, engagement and long-term patient outcomes all tend to improve.³

Like many other clinical skills that physiotherapists use, MI is not simple to learn. Experience and research have shown that following an initial workshop, clinicians leave with enough skill and confidence to try MI in their work, but normally,

additional follow-up coaching and individualised feedback on practice is required to become proficient.⁵

Overall aim

A one day interactive workshop designed to introduce participants to the spirit and processes involved in MI, explore the potential of MI within the contexts they work and ascertain interest in learning more.

Learning methods

- Short lectures
- Video analysis
- Experiential exercises
- Discussion

Facilitator

Robert Shannon BSc, MSc, CPsychol. Lecturer at University of Southampton

Rob is a Chartered Psychologist who has a background in exercise and health behaviour. The focus of his teaching and research is motivating patients to initiate and maintain helpful health behaviour change.

Along side his lecturing responsibilities, Rob is studying for a PhD, exploring the feasibility of motivational interviewing as an adjunct to pulmonary rehabilitation.

Rob is a member of the Motivational Interviewing Network of Trainers and has trained a number of clinical teams to integrate motivational interviewing based interactions within routine practice.

Most recently, he was part of a team who was commissioned by the Department of Health to develop the 'Let's Get Moving' Physical Activity Care Pathway and to create associated training packages for health professionals working in primary care. Let's Get Moving forms part of the Department of Health's attempt to embed physical activity promotion within the NHS.

Information for venues:

The cost for the participant will be: £110 for MACP members
£120 for non-members

This is the cost for 2014 and will be reviewed annually.

There is one free space available to whoever organises the course locally.
In addition, one further free space will be offered if more than 20 delegates book onto the course.

If a venue fee is incurred the minimum number of people required to run the course may increase. The minimum number of delegates required to qualify for an additional free place may also increase.

The course requires a minimum of 18 bookings to enable the MACP to cover expenses and will be cancelled 6 weeks prior to the commencement of the course if this number has not been reached. If the course requires air travel for the lecturers the prices quoted / number of bookings required will need to be adjusted to reflect the additional costs.

What the MACP Provides:

- Tutors for delivering the courses:
- Pays the accommodation for the tutor(s)
- Pays tutors(s) travel
- Administers the course, taking all bookings and sending all applicants pre-course information
- Refreshments (tea/coffee/biscuits)
- Advertising in:
 - MACP website and social media sites
 - MACP newsletters
 - interactive CSP website
- One copy of a flyer that you may use to circulate and advertise the course
- A list of names of those who have booked prior to the course for registration.
- CPD certificates (online)

You will need to provide:

- A large room with moveable seating with enough space for participants to split into pairs with enough space between to so each pair is not disturbed by others.
- AV equipment (data projector)
- Provide us with local information re directions how to get to venue, parking, local accommodation list.
- Someone on the on the day to deal with local venue organization (AV, putting up signs, providing refreshments, information about where to get lunch, registering delegates, locking up etc)

References

1. Miller, W.R., & Rollnick, S. (2013). *Motivational Interviewing: Helping People Change* (3rd ed.). New York: Guilford Press.
2. Rollnick, S., Miller, W.R., & Butler, C.C. (2008). *Motivational Interviewing in Health Care: Helping Patients Change Behaviour*. New York: Guilford Press.
3. Hettema, J., Steele, J., & Miller, W.R. (2005). Motivational interviewing. *Annual Review of Clinical Psychology*, 1(1), 91-111.
4. Lundahl, B., Moleni, T., Burke, B.L., Butters, R., Tollefson, D., Butler, C., & Rollnick, S. (2013). Motivational interviewing in medical care settings: A systematic review and meta-analysis of randomized controlled trials. *Patient Education and Counseling*, 93(2), 157-168. doi: 10.1016/j.pec.2013.07.012
5. Miller, W.R., Yahne, C.E., Moyers, T.B., Martinez, J., & Pirritano, M. (2004). A randomized trial of methods to help clinicians learn motivational interviewing. *Journal of Consulting and Clinical Psychology*, 72(6), 1050-1062.