Dear Friend,

Happy summer! We are enjoying mostly wonderful weather in the Northeast. I've planted all my flowers and vegetables and been having a great time doing that. My garden is very important to me!

I will be having knee replacement surgery at the end of June, and will be recovering for about 6 weeks. During this time, please contact my assistant, Janine Gregor, at Janine@YourVirtualWizard.com who can answer your questions and/or consult with me.

My article this month is a continuation of the definition of Motivational Interviewing that I began last month. Janine of Your Virtual Wizard will send out my July newsletter at the usual time. BTW, Janine is great, and I recommend her!

---

**A Definition of Motivational Interviewing**

Last month I began an exploration of the definition of Motivational Interviewing. Here is a basic definition, which has been evolving over the past 15 years:

Motivational Interviewing is a **directive, person-centered** counseling style for helping people to **resolve ambivalence** about change. MI couples an empathic **listening style** with powerful behavioral strategies to help our clients **convince themselves that they ought to change**.

See my May Changing Times issue here for my thoughts on how MI is **directive, percent-centered**, a counseling style and what **ambivalence** has to do with it.

- **The MI Listening Style** is a different way of listening to what your patient says than we typically think of “listening”. In MI, we are listening for clues to the other person’s readiness to change. We are also interested in knowing about this person’s goals and values and what the proposed change in behavior might mean in that person’s life. Another important aspect of this style is listening for **change talk**, which is the patient talking about change, and not us. Change talk includes the obvious “I’m ready to change” which is a commitment to changing. It also includes preparatory change talk, such as “I wish I wanted to” or “It would be good if I changed” and other statements that indicate the person is not saying no, never.
Discover the spirit and techniques of Motivational Interviewing including:

- The guiding, collaborative style of Motivational Interviewing
- Dealing with the "righting reflex" and client resistance
- Identifying and responding to change talk
- Using the Decisional Matrix and Importance/Confidence techniques

Ellen@TrainingWithDrEllen.com

Email to Order or at www.TrainingWithDrEllen.com/Products
(DVD102)

---

MI includes powerful behavioral strategies. These are described in the acronym OARS, open-ended questions, affirmations, reflective listening and summaries. Using open-ended questions we encourage the patient to tell us (and themselves) more about the subject. Affirmations build rapport and allow us to find what’s right about the other person. Reflections are a way to let the other person know we heard, and confirm that we got it right. Summaries are a way of building the “argument” for change and allowing the patient to hear the entire story.

- We want the patient to convince themselves they ought to change. Our goal using MI is to help patients decide if, when and how they will change. We are not in the business of trying to make people change. We can’t!

You are welcome to use Dr. Glovsky’s articles in any of your own publications provided you copy the following into the article: "Dr. Ellen Glovsky is a Registered Dietitian and Motivational Interviewing trainer. She is on the faculty of Northeastern University in Boston, MA, where she teaches courses in nutrition, public health and MI. Her website, newsletter, and blog are at Training With Dr. Ellen.”

Ellen Glovsky, PhD, RD, LDN 2012. All rights reserved.

--------------------

From The Training with Dr. Ellen Blog

How People Make Decisions about Change

back to top

How can we understand when patients or clients don’t change a behavior that we think is critical for them to change? For example, the person whose diabetes is out of control, the smoker who has emphysema, the person with high blood pressure who won’t take their medication.

To understand this, I encourage you to think about a time when you were asked to change something in your life, something important to you. Were you sure you wanted to change? Where you sure you were able to change?

Read more

Click Here to view this newsletter online.