



**Training with Dr. Ellen**  
Training and Consultation in Motivational Interviewing



ISSUE #6 - June 2012

## Future Events with Dr. Ellen

### Onsite Workshop

Motivational Interviewing and Health  
Behavior Change

TBA

Watch for my announcement of my next  
MI Workshop in early December

## Registration Links

[WS106 - Workshop](#)

[WB102 - Webinar](#)

## Where is Dr. Ellen?

To Be Announced

## Contact Us

Training with Dr. Ellen  
Waltham, MA 02451  
USA

Phone: 781.890.1618

[ellen@trainingwithdrellen.com](mailto:ellen@trainingwithdrellen.com)

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**Hear Me Speak!**

A teleclass with Coach Jean Caton  
of [The Profitable Woman](#). Click the  
audio link below and hear How I  
turned Motivational Interviewing  
into a Business

The Business of Changing Behavior  
with Dr. Ellen

[Teleclass Audio Link](#)

**Introduction to Motivational  
Interview DVD now available!**

Learn the basics of Motivational  
Interviewing and its application to health

Feature Article: [A Definition of Motivational Interviewing](#)

From Dr. Ellen's Blog: [How People Make Decisions about Change](#)

## The Changing Times

### Motivational Interviewing for Positive Behavior Change

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](mailto: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!

*Ellen*

## A Definition of Motivational Interviewing

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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.

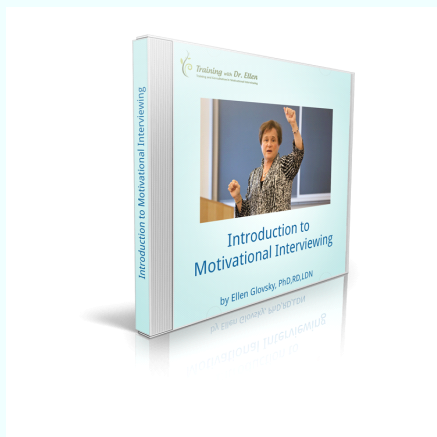
- **The MI Listening Style** is a different way of listening to what  
your patient says than we typically think of "listening". In MI, we  
are listening for clues to the other person's **readiness to change**.  
We are also interested in knowing about this person's goals and  
values and what the proposed 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](mailto:Ellen@TrainingWithDrEllen.com)

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[Ellen@TrainingwithDrEllen.com](mailto:Ellen@TrainingwithDrEllen.com)



- **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](http://TrainingWithDrEllen.com)."

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## From The Training with Dr. Ellen Blog



## How People Make Decisions about Change

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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? Were you sure you were able to change?

[Read more](#)



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781.890.1618

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