

# Motivational Interviewing (MI)

Evidence-Based Skills to Motivate Clients Toward Change

It was the worst session of my life... In the early years of my career, before I helped develop Motivational Interviewing, I was put in charge of a group of alcoholics. One evening, a notoriously resistant client walked in and sat down. He said nothing.

At the end of the session he left, went home, and shot his wife and himself in front of their two children.

I'm Stephen Rollnick, co-founder of Motivational Interviewing (MI). I've asked myself many serious questions about how we can truly care for our clients, especially those that challenge our skills as a therapist and make us feel as if we are failing them.

Those questions led to new treatment strategies that became the foundation of Motivational Interviewing: an evidence-based practice that enables us to escape the pattern of struggling with clients and instead evoke their own motivation to change.

Now I want to teach you step by step how to integrate Motivational Interviewing with your current treatment strategies and increase your positive outcomes.



Stephen Rollnick, Ph.D.  
Co-founder of Motivational Interviewing (MI)

**Don't miss this rare opportunity to learn from a Motivational Interviewing pioneer - reserve your seat today!**

**Target Audience:**  
Counselors • Social Workers • Psychologists • Psychotherapists • Therapists  
Case Managers • Addiction Counselors • Marriage & Family Therapists  
Occupational Therapists • Occupational Therapy Assistants • Nurses  
Other Helping Professionals



**Stephen Rollnick, Ph.D.** is a clinical psychologist and a co-founder of Motivational Interviewing (MI), as well as a cofounder of the Motivational Interviewing Network of Trainers (MINT). He developed many of the founding principles and strategies of MI.

Dr. Rollnick is an Honorary Distinguished Professor at the School of Medicine, Cardiff University, Wales. He has also worked for many years as a clinical psychologist in the British National Health Service. With a background in the addiction field, his interest turned to consultations about behavior change in wider mental health & healthcare practice, where practitioners try to encourage clients to change their lifestyle and use of medication. He is the author of numerous books on MI, has just finished one for school teachers and is working on one for sports coaches.

Dr. Rollnick's work is focused on training practitioners and examining the use of MI in a range of clinical settings. He has trained practitioners in many countries and continents, and has published a wide range of research papers, articles and books.

Speaker Disclosures:

Financial: Stephen Rollnick is on the faculty at Cardiff University, Wales. He receives a speaking honorarium from PESI, Inc.

Non-financial: Stephen Rollnick has no relevant non-financial relationship to disclose.

## Live Webcast Details

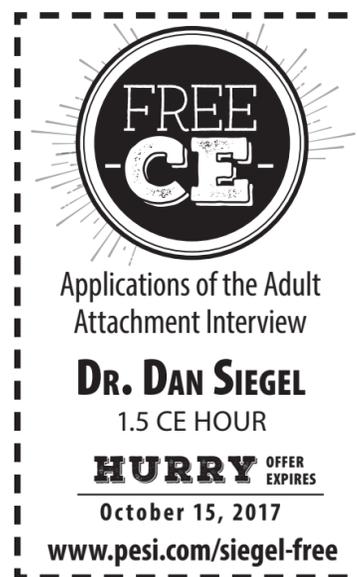
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# Motivational Interviewing (MI)

Evidence-Based Skills to Motivate Clients Toward Change

**King of Prussia, PA**  
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*—or join live webcast—*

**Columbia, MD**  
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# Motivational Interviewing (MI)

Evidence-Based Skills to Motivate Clients Toward Change



FEATURING:  
**Stephen Rollnick, Ph.D.**  
Foremost Expert & Co-founder of MI

Watch Live Demos!

- Instill client change without confrontation, argument and wasted time!
- Adjust your language, attitude, style, and pace to notice change and sustain talk
- Overcome ambivalence with clarifying questions and interviewing techniques

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# Outline

## Motivational Interviewing

New 4-process framework

Address any problem connected to lifestyle, mood, anxiety & addiction

Ambivalence about change

MI with goal setting and change planning

## Behavior Change

Hold back from solving problems for the client

Rapid engagement: why, what and how?

Live demonstration

The principles of MI are universal

## Traps that Prevent Change

The "Righting Reflex" & other traps

Apply MI skills to avoid traps

## Advice-Giving with Skill

What does skillful advice-giving look like?

Video and a live demonstration

## Your Style and State of Mind

Three communication styles

Your state of mind and your progress in MI

## Integrate Motivational Interviewing in Your Practice

MI complementing any therapeutic orientation (CBT/ACT/DBT)

The language you and the client use makes a big difference!

Addressing motivational problems in:

- Anxiety
- Depression
- Addictions
- Medication adherence
- Lifestyle & health behavior changes

## Core Competencies & Skills of Motivational Interviewing

The spirit

Principles

Definition

Goal

Change talk & sustain talk

Listening MI style

Focus on change talk

### Have a seminar idea? A manuscript to publish?

The nation's top speakers and authors contact us first. If you are interested in becoming a speaker or have a new topic idea, please contact Emily Krumenauer at [ekrumenauer@pesi.com](mailto:ekrumenauer@pesi.com) or call 715-855-8167.

Addictions, anxiety, depression, mental health issues, lifestyle related diseases, medication adherence, chronic disease...these are just some of the key areas MI has proven effective in motivating client change - even with reluctant and ambivalent clients.

Avoid the "Righting Reflex" and other traps that prevent change

# Objectives

1. Apply the new 4-process framework to your clinical practice.
2. Model the underlying style of MI that impacts client change.
3. Construct questions designed to explore ambivalence about change, and learn how to use listening to evoke change talk.
4. Determine the limitations of the righting reflex and other traps to avoid when promoting change.
5. Detect change language and how listening promotes change.
6. Ascertain how motivational interviewing is linked to efforts to promote change in a variety of mental health settings.

### Live Seminar & Webcast Schedule (Times Listed in Eastern)

7:30 Registration/Morning Coffee & Tea

8:00 Program begins

11:50-1:00 Lunch (on your own)

3:30 Program ends

For locations and maps, go to [www.pesi.com](http://www.pesi.com), find your event, and click on the seminar title.

Apply the newest 4-process MI framework to navigate client interviews and harness their own motivation to change

Changing your client's conversation can change their lives!

Use of effective MI listening will save you time in your office

**Hassle-Free Cancellation Policy:** If you contact us before the event date, you can exchange for a DVD or CD/digital manual package on the subject (self-study continuing education credit may be available), a certificate to attend another seminar, or receive a tuition refund less a \$30 cancel fee. Substitutions are permitted at any time.

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If your profession is not listed, please contact your licensing board to determine your continuing education requirements and check for reciprocity approval. For other credit inquiries not specified below, or questions on home study credit availability, please contact [cepesi@pesi.com](mailto:cepesi@pesi.com) or 800-844-8260 before the event.

Materials that are included in this course may include interventions and modalities that are beyond the authorized practice of mental health professionals. As a licensed professional, you are responsible for reviewing the scope of practice, including activities that are defined in law as beyond the boundaries of practice in accordance with and in compliance with your professions standards.

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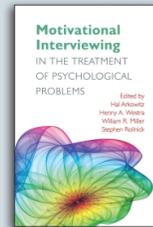
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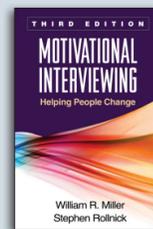
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### Motivational Interviewing in The Treatment of Psychological Problems

By Stephen Rollnick, Ph.D., Hal Arkowitz, Henny Westra, William Miller

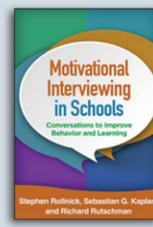
From its origins in the field of substance abuse treatment, Motivational Interviewing (MI) is increasingly being used to help people with a wide range of psychological problems. This cutting-edge volume brings together leading experts to present novel applications of MI in mental health practice.



### Motivational Interviewing: Helping People Change, 3rd Edition

By Stephen Rollnick, Ph.D. and William Miller, Ph.D.

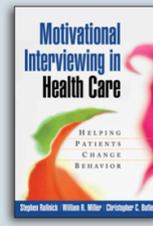
This is the authoritative, bestselling guide that professionals and students turn to for a complete introduction to motivational interviewing (MI), the powerful approach to facilitating change. The book elucidates the four processes of MI—engaging, focusing, evoking, and planning—and vividly demonstrates what they look like in action. A wealth of vignettes and interview examples illustrate the "dos and don'ts" of successful implementation in diverse contexts.



### Motivational Interviewing in Schools: Conversations to Improve Behavior and Learning

By Stephen Rollnick, Ph.D., Sebastian G. Kaplan, Ph.D. and Richard Rutschman, Ed.D.

The first teacher's guide to the proven counseling approach known as motivational interviewing (MI), this pragmatic book shows how to use everyday interactions with students as powerful opportunities for change. MI comprises skills and strategies that can make brief conversations about any kind of behavioral, academic, or peer-related challenge more effective. Extensive sample dialogues bring to life the "dos and don'ts" of talking to K-12 students (and their parents) in ways that promote self-directed problem solving and personal growth. The authors include the distinguished codeveloper of MI plus two former classroom teachers.



### Motivational Interviewing in Health Care: Helping Patients Change Behavior

By Stephen Rollnick, Ph.D., Christopher C. Butler, M.D. and William Miller, Ph.D.

Much of health care today involves helping patients manage conditions whose outcomes can be greatly influenced by lifestyle or behavior change. Written specifically for health care professionals, this concise book presents powerful tools to enhance communication with patients and guide them in making choices to improve their health, from weight loss, exercise, and smoking cessation, to medication adherence and safer sex practices. Engaging dialogues and vignettes bring to life the core skills of motivational interviewing (MI) and show how to incorporate this brief evidence-based approach into any health care setting.

**NEW JERSEY COUNSELORS:** This intermediate activity is approved for 5.75 clock hours of continuing education instruction. The New Jersey Board of Marriage and Family Examiners - Professional Counselors Examiners Committee recognizes courses and providers that are approved by the American Psychological Association or NAADAC. A certificate of attendance will be awarded at the end of the program to counselors who complete the program evaluation, to submit to their state board.

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**OCCUPATIONAL THERAPISTS & OCCUPATIONAL THERAPY ASSISTANTS:** PESI, Inc. is an AOTA Approved Provider of continuing education. Provider #: 3322. Full attendance at this course qualifies for 5.5 contact hours, or .55 CEUs in the Category of Domain of OT and Occupational Therapy Process. Partial credit will be issued for partial attendance. The assignment of AOTA CEUs does not imply endorsement of specific course content, products, or clinical procedures by AOTA. Course Level: Intermediate.

**PSYCHOLOGISTS:** PESI, Inc. is approved by the American Psychological Association to sponsor continuing education for psychologists. PESI maintains responsibility for this program and its content. PESI is offering this activity for 5.75 hours of continuing education credit. Full attendance is required; no partial credits will be offered for partial attendance.

**SOCIAL WORKERS:** PESI, Inc. Provider #1062, is approved as a provider for social work continuing education by the Association of Social Work Boards (ASWB). [www.aswb.org](http://www.aswb.org) through the Approved Continuing Education (ACE) Program. PESI, Inc. maintains responsibility for the program. ASWB Approval Period: January 27, 2017 - January 27, 2020. Social workers should contact their regulatory board to determine course approval for continuing education credits. Social workers participating in this course will receive 5.75 (Clinical) continuing education clock hours for this intermediate course. A certificate of attendance will be awarded at the end of the program to social workers who complete the program evaluation.

**NEW JERSEY SOCIAL WORKERS:** Please contact PESI, Inc. at 800-844-8260 or [info@pesi.com](mailto:info@pesi.com) for information about continuing education credits for social workers.

**PENNSYLVANIA SOCIAL WORKERS, MARRIAGE & FAMILY THERAPISTS AND PROFESSIONAL COUNSELORS:** The Pennsylvania State Board of Social Workers, Marriage and Family Therapists and Professional Counselors will recognize and accept continuing education programs that are sponsored by providers approved by the American Psychological Association and the ASWB. This course will qualify for 5.5 credits. Full attendance is required, variable credits may not be awarded per the Pennsylvania State Board.

**OTHER PROFESSIONS:** This activity qualifies for 345 minutes of instructional content as required by many national, state and local licensing boards and professional organizations. Save your course outline and certificate of completion, and contact your own board or organization for specific requirements.

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 **\$65.00\*** *Motivational Interviewing: Helping People Change, 3rd edition* book  
 **\$25.00\*** *Motivational Interviewing in Schools* book  
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