

# Outline

## Motivational Puzzles: *Why People Don't Do What's Best for Themselves*

Redefine motivation as an interactive state  
Utilize three components of change  
Desire for and fear of change in therapy  
Ambivalence across the stages of change  
How ambivalence becomes resistance  
The spirit of MI

## Core MI Processes to Cultivate Change

### Engaging: *The Relational Foundation*

- Partnership – the core relationship
- “Dancing” vs. “wrestling”
- Avoid the “expert” role
- Foster client autonomy
- The core skills of MI

### Focusing: *The Strategic Decision*

- Match your agenda to the client's goals & priorities
- Help clients develop a direction for change
- Guiding vs. directing or following
- Help clients find freedom
- How to prioritize multiple presenting issues & concerns

### Evoking: *Preparation for Change*

- The key ingredient of MI
- Preparatory vs. mobilizing change talk
- Elicit importance, confidence & readiness for change
- Acceptance & empathy as tools for eliciting change talk
- Help clients align values and behavior
- Aid clients in leveraging strengths
- Build momentum toward change

### Planning: *Commitment to Change*

- How and when to plan
- Information exchange to aid in plan development
- The “Dos” and “Don'ts” of giving advice

# Objectives

1. Describe how to combine person-centered and strategic components to improve clinical outcomes using MI in a positive and supportive way.
2. Model how the four processes and OARS skills of MI help reduce client ambivalence and empower change.
3. Explore ways to elicit, recognize and respond to “change talk” to improve treatment outcomes.
4. Develop clinical strategies for working effectively with clients who are resistant to change.
5. Explain ways that MI can enhance the effectiveness of other existing therapeutic approaches.
6. Choose how to effectively use MI to help alleviate symptoms of anxiety, depression and addictive behaviors.

## MI Tools for Anxiety: *Inspire Clients to Engage in Previously Avoided Behaviors*

MI strategies to strengthen collaboration  
How to challenge “the way I've always done it” thinking  
Interventions to break familiar, anxiety-inducing patterns  
Combine MI with cognitive behavioral therapy (CBT)

## MI & Depression: *Boost Your Clients' Resilience, Self-Worth & Self-Efficacy*

Overcoming ambivalence in depression  
Friends & family: Help clients learn to filter well-intentioned advice  
Accept, acknowledge, empathize  
Help clients reframe therapeutic tasks  
MI & crisis intervention

## Substance Use and Addictive Behaviors: *MI Strategies to Catalyze Change and Reach Recovery Goals*

What makes life worth living?  
Avoid pushback: Emphasizing choice  
Substance use  
Other addictive/compulsive behaviors  
Using MI in conjunction with the 12 steps

## Research Limitations and Potential Risks

### Live Seminar Schedule

- 7:30 Registration/Morning Coffee & Tea
- 8:00 Program begins
- 11:50-1:00 Lunch (*on your own*)
- 4:00 Program ends

There will be two 15-min breaks (mid-morning & mid-afternoon).  
Actual lunch and break start times are at the discretion of the speaker.  
A more detailed schedule is available upon request.

**Target Audience:** Counselors • Social Workers  
Psychologists • Case Managers • Addiction Counselors  
Therapists • Marriage & Family Therapists  
Occupational Therapists • Occupational Therapy Assistants  
Nurses • Other Mental Health Professionals  
Probation/Parole Officers

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# Motivational Interviewing

## Evidence-Based Interventions to Improve Client Engagement and Accelerate Behavioral Change

New Rochelle, NY  
Wednesday, January 29, 2020

Manhattan, NY  
Thursday, January 30, 2020

Plainview, NY  
Friday, January 31, 2020



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# Motivational Interviewing

## Evidence-Based Interventions to Improve Client Engagement and Accelerate Behavioral Change

- Inspire your most ambivalent and resistant clients to engage in treatment and choose change
- Avoid the “righting reflex” and other common traps that interfere with therapeutic progress
- Help clients resolve ambivalence that keeps them stuck in anxiety, depression and addictive behaviors

“Chris Wagner has been a leading figure in the Motivational Interviewing field... If I wanted someone to help me learn these skills, I'd ask Chris.”

- Stephen Rollnick, Ph.D.,  
Co-Founder of Motivational Interviewing

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