

## 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

### 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)

*Case Study: Father referred to parenting education by school social worker. Feels the school's concerns are overblown*

*Case Study: Teenager with disturbing family conflict and her recent progress towards her health goals have stalled*

### 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

*Case Study: Woman with depression, loss of purpose and disconnected from life*

### 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  
*Case Study: Lifelong smoker who has tried quitting for years*

### Research Limitations and Potential Risks

Scope of practice  
Ethical considerations

Learning objectives can be viewed at [pesi.com/webcast/89755](http://pesi.com/webcast/89755)



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

The nation's top speakers and authors contact PESI first. If you are interested in becoming a speaker or have a new topic idea, please contact **Adrienne Baggs** at [abaggs@pesi.com](mailto:abaggs@pesi.com).

#### Live Webinar Schedule

(Times listed in Mountain)

**8:00** Program begins

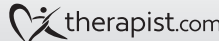
**11:50-1:00** Lunch Break

**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.

Limited time only

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# Motivational Interviewing

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



Featuring **Christopher C. Wagner, PhD**,  
Expert Trainer and member of the Motivational  
Interviewing Network of Trainers (MINT)

- 7 simple strategies to ignite clients' motivation to change
- How to avoid the “righting reflex” and other common traps that interfere with therapeutic progress
- Treat trauma, anxiety, substance use disorders, and more using this transdiagnostic approach

## Live Interactive Webinar

Friday, October 6, 2023

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# Motivational Interviewing

Get ready to make therapy so much easier.

Motivational Interviewing is the proven approach relied on by **thousands of therapists**, just like you, to ignite motivation and end the tug of war between your clients’ reasons to change and their reasons not to.

Whether you work with **trauma, anxiety, substance abuse** or a host of other issues, MI is the go-to tool that has even the toughest clients ready to **take more ownership of the therapeutic process, reach goals faster, and stay better longer**.

And now, in this **best-selling training**, you can join MI expert, author and MINT Trainer Christopher Wagner, PhD for a complete step-by-step guide on quickly and easily bringing MI into your practice so you can walk away with tools to:

- Increase client motivation with depression, anxiety, substance abuse and trauma.
- Improve client adherence to your treatments
- Help clients feel more invested in the therapeutic process
- Ease your effort as the therapist

As one of the **most trusted names** in Motivational Interviewing Dr. Wagner is the perfect person to teach you how to get the most out of MI and skillfully apply it in a variety of settings and scenarios, **from individual therapy to group work**.

You will be able to make tough therapeutic **conversations more productive and maximize opportunities for lasting change from within**.

Full of scripts, worksheets and helpful tips based on the real-life situations you see every day, Dr. Wagner will make MI simple to implement in a way that feels intuitive and easy to integrate with the approaches you already use.

If you want more clients committed to change, register now!

## Here’s what your colleagues are saying about Dr. Wagner!

★★★★★  
“Dr. Wagner was great, very engaging and knowledgeable! He presented information in a clear way, provided feedback and encouraged participation!” —Heather C.

★★★★★  
“This was an excellent webinar! I would recommend it to others!” —Melissa F.

★★★★★  
“The presenter was very knowledgeable and interacted with participants throughout the entire presentation!” —Valerie N.

★★★★★  
“Excellent course!” —Patti L.

## Meet Your Speaker



**Christopher C. Wagner, PhD**, licensed clinical psychologist, has offered hundreds of Motivational Interviewing (MI) trainings in North America, Europe, Asia, and Australia/Oceania. In addition to focusing on clinical and theoretical advances in MI, he has also developed group applications of MI and is an author of the official Guilford series book entitled *Motivational Interviewing in Groups*, co-written with long-time colleague Karen Ingersoll. Dr. Wagner has been practicing MI for over 20 years, and has served in leadership positions, including the board of directors, of the Motivational Interviewing Network of Trainers (MINT)—the leading international organization of trainers in motivational interviewing representing 40 countries across the globe.

Dr. Wagner’s experience spans across individuals with a variety of health, mental health, addiction, and employment challenges throughout outpatient, inpatient, residential, and corrections settings. He serves as an associate professor at Virginia Commonwealth University where he has focused his scholarship on expanding MI theory and practice. Dr. Wagner’s trainings are highly engaging and specialized on helping participants incorporate MI skills and strategies into their current styles of practice.

Speaker Disclosure:

Financial: Christopher Wagner has an employment relationship with Virginia Commonwealth University. He receives royalties as a published author. Christopher Wagner receives a speaking honorarium, recording royalties and book royalties. He has no relevant financial relationships with ineligible organizations.

Non-financial: Christopher Wagner is a member of the American Counseling Association, the American Group Psychotherapy Association, and the American Psychological Association.

### Target Audience:

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

### CE CREDITS AVAILABLE FOR LIVE WEBINAR

This continuing education activity is designed to meet state board requirements for the following professionals: **Addiction Counselors, Case Managers, Counselors, Marriage and Family Therapists, Nurses, Occupational Therapists/ Occupational Therapy Assistants, Physicians, Psychologists, and Social Workers.**

For specific credit approvals, details, and planning committee disclosures, please see the “credit approvals and details” URL below. For speaker disclosures, please see speaker bios.

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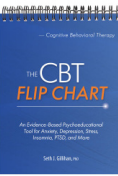
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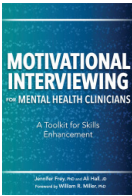


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