



MARYLAND HARM REDUCTION  
— TRAINING INSTITUTE —

# **MOTIVATIONAL VS MANIPULATIVE INTERVIEWING**

## **KEEPING THE BOUNDARIES REAL**

MD Rehabilitation Conference

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# Learning Objectives



- Understand and apply the Stages of Change model
- Identify major components of Harm Reduction
  - 1) Intros
  - 2) Stages of Change
  - 3) Harm Reduction
  - 4) Elements of MI
  - 5) Practice!
- Articulate the elements of Motivational Interviewing
- Demonstrate Harm Reduction and MI strategies in practice

# Agenda



**The wizard of Oz  
never gave the  
Lion, Tin Man, or  
Scarecrow that  
which they did not  
already possess**

- America

What do we  
know about  
behavior  
change?

- It is difficult!!!
- It is time consuming
- It happens at an individual pace
- Knowledge alone is insufficient
- Relapse is normal and expected
- *"The devil you know is better than the angel you don't."*
  - African proverb



# "Motivational" Interviewing

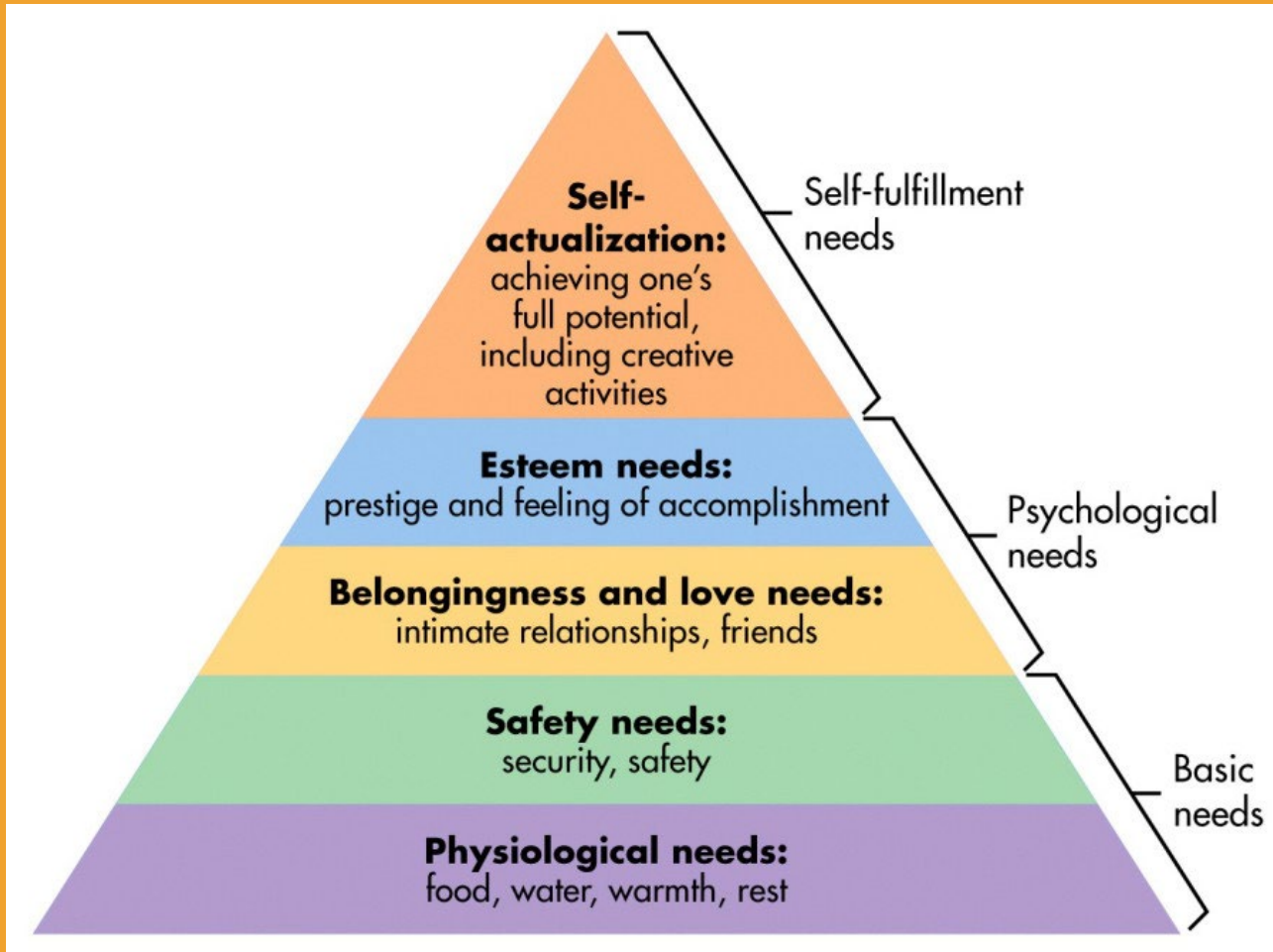
Reflective  
Exploratory  
Supportive



## Models of Treatment

- Medical
- Psychodynamic
- Behavioral
- Cognitive
- Humanistic
- Eclectic

# Maslow's Hierarchy Of Needs



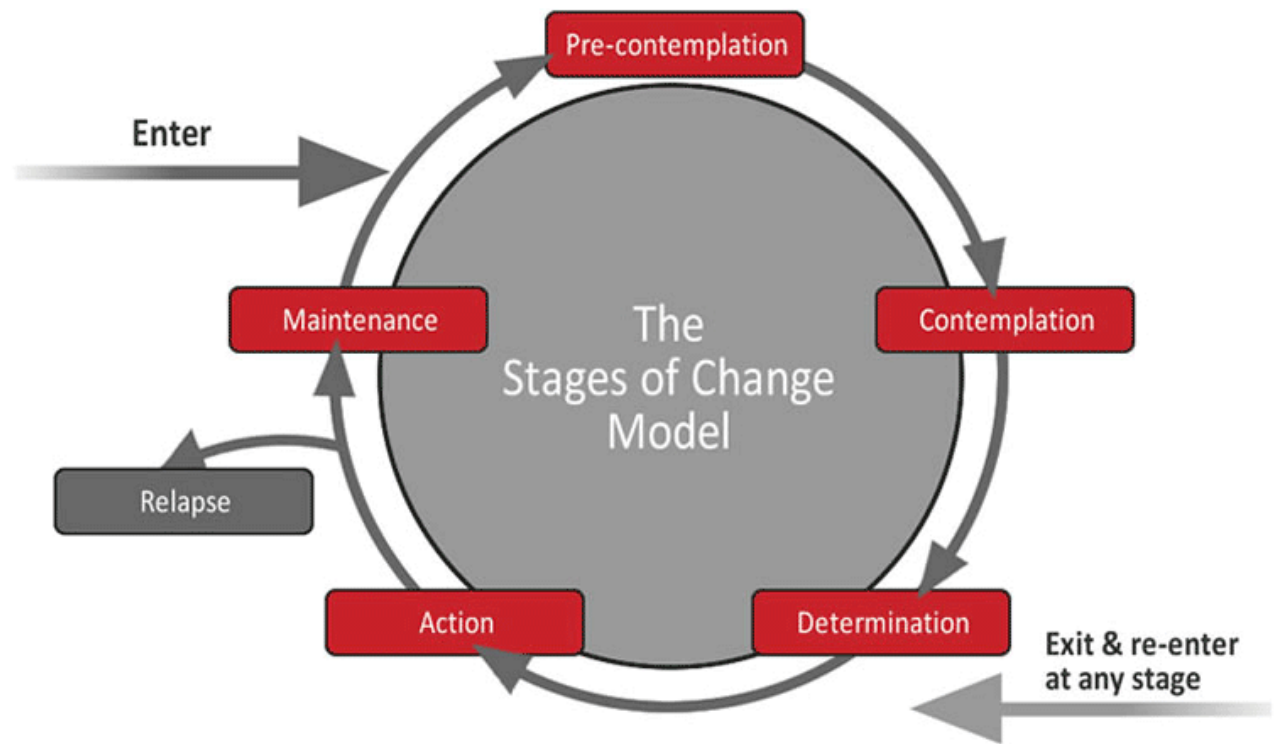
## Humanistic/ Existential Model

- Carl Rogers
- Personal growth leads to self-fulfillment
- Incongruent
- Unconditional positive regard
- Empathy
- Personal responsibility, client/person-centered therapy
- Reflection





# Stages of Change



# Motivational Interviewing Defined

- “Arranging conversations so that people talk themselves into change, based on their own values and interests.”
- “A collaborative conversation style for strengthening a person’s own motivation and commitment to change.”
- “Kindness with skill”

Source: Miller and Rollnick “Motivational Interviewing 3<sup>rd</sup> Edition”

## Culture, Minorities & MI

- Less likely to use mental health services
- More likely to disengage and terminate
- Feel judged and misunderstood
- Research is sparse with mixed findings

## Law of Similarity

- Helps draw out and understand participant's priorities and values
- Is not an instant fix
- Goodness of fit

## Culturally Sensitive MI Strategies

- Share personal information (trust)
- Inquire about their ethnic background
- Acknowledge any struggles (shame, resentment)
- Become aware of stigma and stereotypes, intersection
- Strengths based (affirmations)
- Enroll them in their own recovery
- Support circles/groups
- Know your limits

## OARS – The “M.I. Toolbox”

- **O**pen-Ended Questions
- **A**ffirmations
- **R**eflections
- *Silence and presence*



## MI Strategy: Scaling

Helps them  
chart their  
own progress

1-----5-----10

“On a scale of 1-10, how are you  
doing with \_\_\_\_\_”

“Wow! That’s pretty high! Why isn’t  
it lower?”

“On a scale of 1-10, how much do  
you want to change \_\_\_\_\_”

“What would it take to get to \_\_\_\_?”

## Open-Ended Questions Practice

- Follow up these statements with an open-ended question to find out more about what's going on:
  - I can't stand my roommate...he's always pushing me to the edge.
  - My landlord is constantly nagging me!
  - I don't even understand why we have to do this.
  - When the temp agency didn't have any work again, I came home and really wanted to drink, but I didn't.



## Open-Ended Questions Practice

- Reframe these judgmental statements into open-ended questions:
  - You have to tell me now where you are going to live.
  - You're depressed. You really should see your psychiatrist!
  - Your time in the program is almost up, so you'll be on your own.
  - I need you to go to the Social Security office and get that document you said you were going to do last week.

## Reflections Practice

- How would you reflect this statement back to the participant?
  - I'm not going to go to the doctor today. I don't feel well, but I always just leave that place feeling even worse. What are they going to do anyway?
  - I hate my landlord! He's always yelling at me and trying to take me to court when my rent is one day late, but he never makes any of the repairs I need!
  - You: So, what goals do you want to work on this month?  
Participant: [silence]

## Affirmations Practice

- Jan is frequently in trouble with the law and causing problems around her apartment complex due to erratic behavior. She does not take her prescribed medication to manage her bipolar disorder in the morning because it makes her feel too tired to do the things she needs to do. When she remembers, she will take the correct dosage in the evening prior to going to sleep; but she often loses track of this, too, amidst her numerous activities.

## Affirmations Practice

- Bill has just missed his third scheduled appointment with you. You've tried to call him but his phone is out of minutes. It's 4:45pm and you are wrapping up for the day and hear a knock on the office door. It's Bill, and he is anxious to complete the Social Security application you agreed to go over with him. Bill apologizes for missing the previous meetings but says he had a doctor's appointment he needed to attend. You specifically asked Bill prior to scheduling the third meeting whether he had conflicts and he said "No."



# Thank You!

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