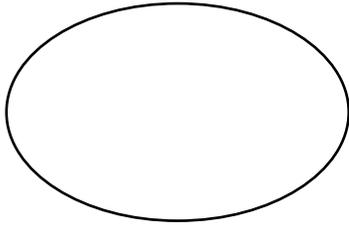
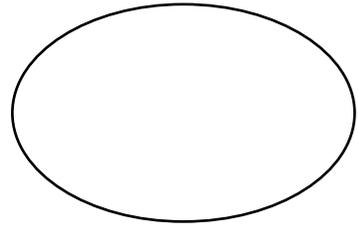


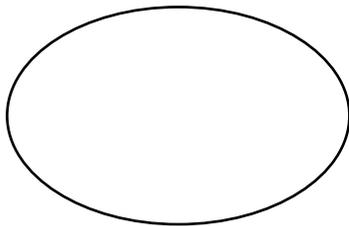
Motivational Interviewing: Foundations and Strategies

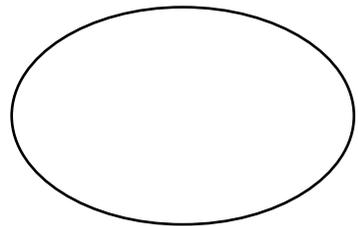
Lesson 3: Focusing

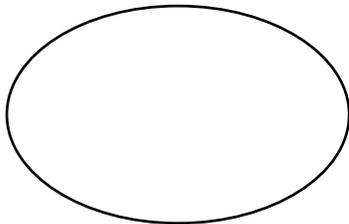
Topic: Practice Focusing Conversation

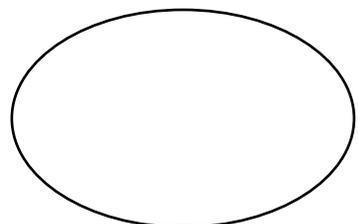












Insight On Demand

To practice the processes we have learned so far (Engaging & Focusing) you will need to find a partner and have the following conversation. You will have the conversation twice; once where you are the listener guiding the conversation, and once where you are the speaker and your partner is the listener so that you both get to practice.

This conversation will be what we call a real play, meaning that you will NOT be *role playing* someone else's life, your speaker will be talking about themselves! The goal in this conversation is to practice the skills you have learned so far to first establish some engagement and then to help your speaker focus on 1 behavior change to talk about. You are not trying to solve their problem! Nor are you going to do any planning, in fact, you want to practice NOT using action language. Instead you will help the person talk about the change; why they want it; why it's important to them; what it will do for them if they change, etc. You want to both fully understand what this change means to them AND help them to feel understood!

These conversations should be about 7-10 minutes, so set a timer! Also, please record the conversation using the record feature on your conferencing platform. If that is not possible, you can use your phone or any other recorder to just record the audio. You can then send us this file.

Take your time. Don't be afraid to stop, rewind, start again. This is a chance to practice both expressing the MI Spirit and practice using some MI language.

Part 1: Finding the Horizon

Listener: You will lead your speaker through a conversation meant to help them focus on one behavior to talk about. Together, you are looking for the horizon you will move towards. (A demonstration of this conversation is available in the course)

1. Ask your speaker for permission to talk about various goals they currently have for themselves.
2. Ask your speaker to fill in the ovals on the above sheet with all the areas of their lives where they have goals or desires for change. (You can ask them whether they would prefer to write themselves or if they would like you to.)
 - a. Examples may be things like: buy a house, change jobs, start exercising, change my diet, save money, etc.
 - b. Help your speaker to formulate what "the dream" is in each oval. i.e. why does the person want to lose 10 pounds? Is it to fit into an old outfit, to do better on some medical test, to be able to chase their kids around without being winded? Ask open questions that help you, and your speaker, identify:
 - i. What the concrete behavior is and
 - ii. Why they want the change; what they hope to gain.
3. Use the importance and confidence rulers on each area identified. Place the numbers chosen for each on the lines below the oval. Be sure to ask the second question for each ruler, "why is it a ___ and not a lower number like a ___?"
4. When you have completed the above for all identified goals, ask the speaker,
 - a. "When you look at these areas of your life and what we have talked about so far, does anything stand out to you? Anything you notice?"

Insight On Demand

- b. “Given what we’ve talked about so far, which area or areas do you think would be most helpful to start with?”

As you are guiding your speaker through the process of identifying the areas of their lives that will go into the ovals and exploring each, consider how some of the of the focusing questions we learned about in the presentation this week may help to dig into this change, to understand fully what this change is to them.

Focusing Questions:

1. What are some of the most important things in your life?
2. When you think about your life in the future, what would you like to see? What would you like to be different?
3. You’ve mentioned that (you’d like to have a good job), what do you think needs to change in order for that to happen?
4. You’ve talked a lot about how important it is for you to make money, tell me a little bit about what that money is for?
5. You’ve mentioned that you’d like to (lose weight), how might making that change improve your life?
6. You’ve mentioned that it is important to you to be a good (sister, son, student, parent), how will you know if you are being a good (___)? What does it look like to be a good (___)?

Part 2: Continuing the Conversation

Once you have an agreed upon horizon to move toward, consider your speaker’s importance & confidence ratings for this change and how you might use some of the following questions to boost whichever (or both) is needed for this person to move forward. Remember to reflect twice after each question before moving on to the next question.

Questions to develop importance:

1. What are your 3 best reasons to make this change?
2. How do you imagine your life will improve if you were to make this change?
3. What do you like about (Current Behavior)? And what do you like a little less about (Current Behavior)?

Questions to develop confidence:

1. What hard changes have you made in the past? How did you go about making those changes?
 - a. Help them talk in some detail about what strengths and/or strategies they have used in the past.
 - b. Give an affirmation naming the strength.
 - c. Ask, “How might that strength be useful to you in this change?”
2. Imagine sometime in the future after you have accomplished this goal and you are looking back. What most likely is it that worked for you? How did it happen?
3. Tell me about a time you remember feeling confident in some task.

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- a. Tell me what about that situation helped you feel confident?
- b. What was it about yourself that helped you feel you could accomplish that task? What traits, strengths, resources did you call on?
4. What might someone who knows you well say about you? What qualities might they see in you that might help you make this change?

Part 3: Reflecting on Your First MI Conversation!

After you have completed the conversation above, take some time to listen to the conversation while considering the following questions:

1. Engaging Process:
 - a. Were you and your speaker 'Engaged'?
 - b. Did your speaker feel understood?
 - c. How do you know? What clues did your speaker give you, verbally and nonverbally, that let you know they felt enough engagement and safety to move forward?
 - d. What behaviors did you do that contributed to them feeling engaged?
2. Focusing Process:
 - a. During this conversation, who was in the driver's seat? The speaker or you?
 - b. Is there any part of the conversation where it sounds/feels like the speaker is 'pushing back' on you? What happened right before that? Was there something you said or did that may have made the speaker feel pushed? What did you do to recover?
 - c. Were you and the speaker able to agree on the target behavior to move forward with? How was the topic selected? Who selected it? If you suggested it, how do you know that the speaker is really in agreement and not just agreeing to please you?
3. Use of MI skills:
 - a. Did you ask the second question ("And why not a lower number?") each time you used the scales (importance & confidence)?
 - b. Did you use both simple and complex reflections?
 - c. Were you able to use a feelings reflection?
 - d. Did you use at least one affirmation? And was it a true affirmation (not a positive judgment)?
 - e. Did you follow up each question with at least 2 reflections before asking another question?