Motivational Interviewing

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Today...

- Communicating about oral health and prevention
- Motivational Interviewing
- Practice
- Questions?
Improving Oral Health

• What do we know?
  – Limited awareness about the importance of oral health and its integral relationship with overall health
  – Common misconceptions exist
  – Prevention is better than a cure
  – Limited time with providers
  – Communication has significant impact on patient behaviors and health outcomes
Improving Oral Health

• What can you do?
  – Focus on communication
  – Learn the strategies and techniques to communicate the importance of prevention and good oral health
Communication

• Communication
  – One way, provider to patient
    • Traditional health education - “advice giving sessions by health professionals”
  – Two way, provider and patient
    • Developing interpersonal relationship
    • Focus on understanding/incorporating patient preferences, needs, and values
    • Patient involvement in decision making process
    • patient-centered model of care
Communicating About Oral Health & Prevention: Motivational Interviewing

• What is Motivational Interviewing (MI)?
  – Style of communication, encouraging and supporting patients in making their own choices in matters concerning their health

• When can it be used?
  – Oral health and prevention!
What is Motivation?

• Process that initiates, guides, and maintains goal-oriented behaviors
• Motivation is a state of readiness

How do you know when someone is ready to learn about something new or is ready to change health behaviors?
Stages of Change

• Pre-contemplation
  – Do not see behavior as a problem and have no intention of changing

• Contemplation
  – Thinking about making a change but are unsure
  – Perceive obstacles to change
  – Open to discussion
  – Key stage

• Preparation/Action

• Maintenance
Why stages of change are important

• If you overestimate what stage a caregiver/patient is in, you are giving premature advice

• Potential consequences
  – Damaged patient-provider relationship
  – Increased resistance or defensiveness
  – Poor health outcomes
Motivational Interviewing

• Develop a relationship and understand patient frame of reference
  – Ask open-ended questions
  – Reflective listening
  – Summarizing
• Present new information and positive action steps
  – Ask Permission!
  – How does new information compare to their health concerns and/or beliefs?
• Present a menu of options
  – What works for the patient?
• Determine action steps and make a plan **together**
• Discuss potential challenges and solutions
• Provide ongoing support
Cultural Considerations

• Cultural competence
  – refers to the capacity of an individual to realize and appreciate differences among people while tailoring communication and practices to better suit those differences

• Beliefs and/or practices that may impact oral health
  – Diet
  – Eating habits
  – Familial roles
  – Decision making preferences
  – Nature of disease
Overcoming Resistance

• What does it look like?
  – Arguing, challenging, disagreeing, interrupting, denying, ignoring

• How to overcome:
  – Reframing
    • Compare the behavior to something they have already been successful in accomplishing (Ex: Tooth brushing every day)
  – Avoid arguing
    • tell the parent that you feel they have a good point of view and move onto another topic
  – Avoid leading the patient or giving premature advice
    • Ask the parent questions and LISTEN
  – Remember stages of change
Why Motivational Interviewing?

• Strategically raises awareness of a problem in health behavior
• Helps the patient recognize differences between current behavior and future health goals
• Supports self-efficacy by participation in identifying and developing potential solutions
• Behavior change comes from the patient’s own realizations
Time to Practice!

Groups of 3

Scenario 1:

Scenario 2:
Questions?