Motivational Interviewing
(in bite sized chunks)

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Find the motivation: ‘why’?
Weighing it up

• Looking at my options and estimating the benefits of treatment weighed against cost, risks and inconvenience
Perceived seriousness and benefit

WHAT IF I TOLD YOU

DIABETES RUNS IN YOUR FAMILY
BECAUSE NOBODY RUNS IN YOUR FAMILY
Elicit – provide - elicit

• Would you be interested in hearing more about...?

• Some people have found...

• Does that have any impact on you at all?
Choose 3 reasons for making the change

What ideas have you had about making the change?
Pick one

On a scale of 0-10, how ready are you to make that change?
What would move you a step closer?
Resolve ambivalence
Score importance
Score confidence
The good & the bad...
Crystal ball gazing
Past life lessons
Plan B
Plan ABC of CBT

• ACTION (i.e. the trigger)

• BELIEFS (the meaning you attach)

• CONSEQUENCES – emotions, behaviours, physical responses
How to block the road to change

So it’s not rocket science
Simply...

• Work with the individual to identify their aims and their motivation
Help them pick a **CARD**

- Confidence
- Ability
- Readiness
- Need
The rest is up to them

Yes, I did it!
I will do it
I can do it
I'll try to do it
How do I do it?
I want to do it
I can't do it
I won't do it

Which step have you reached today?
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