

MOTIVATIONAL INTERVIEWING MICRO-SKILLS  
(2) - THE MIDDLE CHAT (EVOKING)

2a Develop Discrepancy to help get to a state of ambivalence with COMPASSION & KINDNESS

RESPECT THAT EVERY CHANGE INVOLVES A LOSS

Decisional Balance  
"Shall we explore it?"

Staying the same

ADVANTAGES of the status quo  
What is **good** about smoking? What does it do for you?  
(Show empathy as you do this)

DOWNSIDES of the status quo  
What are the **downsides** to smoking? What are the consequences for instance?

Reflective Summary - so on the one hand the smoking does a, b and c for you but on the other hand the worry about continuing is x, y and z.

Changing

Downsides of changing  
What do you see as the **negatives** to stopping smoking?

Advantages of changing  
What are the **benefits** that would come about if you stopped smoking?  
What would it feel like if you lost 3 stone?  
What would life be like if you no longer drank alcohol everyday like the way you currently do?  
What if I had a magic wand and miraculously you have stopped smoking. What would life be like.  
(PS Sometimes "what would life be like" is better than "what would be better" because latter might be interpreted as coercive)

Reflective Summary - so with changing, you're a bit worried about a, b and c but on the other hand you can see how it might do x, y and z for you.  
So, having looked the the pros and cons of staying the same or changing, what are your thoughts now about what you would like to do? (=evocation = evoking change)

The Magic Wand

So, if I could wave a magic wand and let's say we're 12 months since you last stopped smoking. What would be the benefits to you life?

EPE - Elicit, Provide, Elicit - provide information at NATURAL points then seek views. But always seek permission first that just to express your urge!

1. What do you feel about xxx?

2. Can I provide some additional information that I think might help you?

Can I tell you about the program that we have here?  
Would it be okay if I provide you some information on  
Is it okay if I give you some information on that  
Is it okay if I give you some information from what the medical research says about that  
I think at this point it would be a good idea to go through some of the medical stuff around diabetes. Would that be okay?

3. Having heard that, what are your thoughts and feelings?

Get patient to reflect patient values to patient behaviour

Evoke which means to help someone tease out their own often new new perceptions about something

Patient to then provide reasons for change, not the doctor

Socratic Questioning (the dialectical approach) - be gentle

"It sounds like you come to a decision after much careful reading around the subject. I'm just wondering what websites and information you used to make that decision" (patient then realises he hasn't read around much)

Scales

On a scale 1-10, how **important** is this change for you  
Why isn't it **lower** - say a 2 or a 3?

Reflect & Summarise reasons why it isn't any lower.  
So you feel that it is important because you feel that if you continue you will a, b and c.

On a scale 1-10, how **confident** do you feel you can do it?  
Why isn't it **lower** - again, say a 2 or a 3?

Why isn't it any lower?  
Reflect & Summarise reasons why it isn't any lower.  
So you feel you do have some confidence because of x, y and z.