



The Institute for Individual and Organizational Change

Introduction to Motivational Interviewing

DAY 1

- 9:00 – 10:00** **Foundations of Motivational Interviewing**
- Change research
 - **ACTIVITY:** Client experience “MI Spirit”
 - Self Determination Theory
- 10:00 – 10:45** **Stages of Change**
- SOC
 - **ACTIVITY:** What’s Your Challenge
- 10:45 – 11:00** **BREAK**
- 11:00 – 12:00** **Stages of Change – cont.**
- **CLICKERS:** Quiz on SOC
- 12:00 – 1:00** **LUNCH**
- 1:00 – 2:30** **Motivational Interviewing Approach**
- Stage matching
 - Four MI processes overview
 - **ACTIVITY:** “Find a Therapist...”
 - Roadblock to effective communication
 - Equipoise, Righting Reflex, Resistance
 - **ACTIVITY:** “Resistance vs. Engagement”
- 2:30 – 2:45** **Break**
- 2:45 – 4:30** **Motivational Interviewing Approach**
- Reflective Listening
 - **VIDEO:** “Non-verbal client” - part 1
 - Strategic Reflections
 - **ACTIVITY:** Reflections practice

DAY 2

- 9:00 – 10:30** **Motivational Interviewing Approach**
- **QUIZ:** What have you learned & how it applies
 - Strategic Reflections – Empathy vs. Direction
 - Types of ‘Talk’
- 10:30 – 10:45** **BREAK**
- 10:45 – 12:00** **Motivational Interviewing Approach**
- **CLICKERS:** Resistance vs. Sustain Talk
 - **ACTIVITY:** Pitching/Batting practice
- 12:00 – 1:00** **LUNCH**
- 1:00 – 2:30** **Motivational Interviewing Approach**
- Decisional Balance
 - **VIDEO:** “Non-verbal client” - part 2
 - Focus mountain
- 2:30 – 2:45** **Break**
- 2:45 – 4:30** **Motivational Interviewing Approach**
- **ACTIVITY:** Strategic reflections (pairs)
 - **VIDEO:** “Rounder”
 - **ACTIVITY:** Now Try This...