

[<Back](#) [Print](#)

# The Changing Times

**Listen. Learn. Motivate.**

Winter 2007 Issue

## Training Opportunities

What is MI?

Practice Corner

MI News

Gary Rose, Ph.D.

Ellen Glovsky, Ph.D., RD

## Training Opportunities



**Introductory MI Workshop  
with Ellen Glovsky  
March 16, 2007**

Location: Northeastern University  
[Register Now](#)

**Advanced MI Workshop  
with Gary Rose**

## Greetings!

We're excited to be offering this recent issue of the IMC Newsletter, The Changing Times.

We have found that using MI in our practices has shifted our approach to health behavior change in a fundamental way. It has allowed us to put the focus of the work on the patient/client, where it belongs, and not on us. Ultimately, people are responsible for their behavior, and we can not really make another person change.

## What is MI?

Motivational Interviewing (Miller & Rollnick, 2002) is a consultation or counseling style that increases peoples' readiness to change by helping them resolve ambivalence. Ambivalence is simply the tension created by a person's need to continue the behavior in question versus committing to a plan for change.



Our image of the MI style versus traditional health behavior change counseling is **dancing, not wrestling**. Using MI techniques, the clinician works together with the client to resolve ambivalence and create a plan for change.

MI is a style of talking with individuals in a constructive manner regarding the "whys," "whens," and "hows" of change. MI employs strategies that enhance an individual's own motivation for and commitment to change.

MI helps the clinician to integrate an empathic, non-confrontational "guiding" style with communication strategies to help individuals convince themselves that they ought to change. As a result, there is less resistance,

**April 6, 2007**  
 Location: Northeastern  
 University  
[Register Now](#)

the client's own motivation is enhanced, and behavior change is more likely.

## Practice Corner

The Importance-Confidence scaling technique is a wonderful tool developed by Dr. Stephen Rollnick; incorporated into this simple technique are all the basic elements of MI: Listen carefully, appreciate ambivalence, elicit change talk, empower and collaborate. Furthermore, the scaling exercise yields for the practitioner a clear sense of how ready the patient is for change, and how to be most helpful.

---

## Visit Us!

**Motivational  
 Interviewing Institute**



Importance and Confidence reflect two conceptually independent dimensions that underlie patient readiness to change: Why should I? (Importance) and How can I? (Confidence). Through this simple scaling technique, we can facilitate a MI-spirited conversation about change that both informs the practitioner about how best to help the patient and also allows the patient to verbalize change talk. This is implemented with 6 simple questions:

*How IMPORTANT is it for you right now to change \_\_\_? On a scale from 0 to 10, what number would you give yourself?*

0-----10

Not at all Important                      Extremely Important

- a. Why are you at (X) and not at 0?
- b. What would need to happen for you to get from (X) to (X + 2)?

*If you did decide to change \_\_\_\_, how CONFIDENT are you that you could do it?*

0-----10

Not at all Confident                      Extremely Confident

- a. Why are you at (X) and not at 0?
- b. What would need to happen for you to get from (X) to (X + 2)?

## MI News

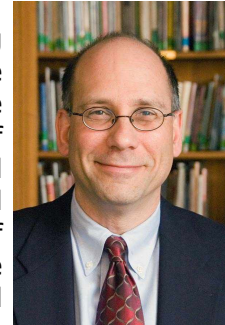
We are very pleased to say there there continues to be increasing interest in both the theory and application of MI to the fields of health behavior change, particularly in the fields of diabetes treatment, nutrition and obesity, pediatrics, and chronic disease management. Here are a few of the highlights.

- Dr. Stephen Rollnick is completing a wonderful new textbook on MI and health behavior change.
- We have a new training DVD available that addresses the various issues related to childhood nutrition and weight management.
- Dr. William Miller and his colleagues at the University of New Mexico are studying the intricacies of change and commitment talk, using the acronym DARN-C (desires, abilities, reasons, need, commitment) to describe the process of moving from status quo through preparation for change ("DARN") to eventual commitments to healthier lifestyles ("C").

### **[Read more about DARN-C](#)**

#### **Gary Rose, Ph.D.**

Gary S. Rose, Ph.D. is a practicing clinical psychologist and a member of the steering committee of MINT, the Motivational Interviewing Network of Trainers. He provides training and consultation to various clinical and research units within Tufts School of Medicine, Harvard Medical School, the University of Massachusetts Medical Center, and the University of Wales College of Medicine.



### **[Read on...](#)**

#### **Ellen Glovsky, Ph.D., RD**

Ellen Glovsky, Ph.D., RD, LDN is a Registered Dietitian and a member of the faculty of Northeastern University where she teaches courses in nutrition, public health, health behavior change, and Motivational Interviewing. Ellen also maintains a private practice in which she utilizes Motivational Interviewing in weight management, the treatment of eating disorders and nutrition for the prevention of illness.



:: [ellen@miinstitute.com](mailto:ellen@miinstitute.com)  
 :: <http://www.miinstitute.com>

### **[Read on...](#)**

**Stay  
Connected**

You are receiving this email from Institute for Motivation and Change because you purchased a product/service or subscribed on our website. To ensure that you continue to receive emails from us, add [info@miinstitute.com](mailto:info@miinstitute.com) to your address book today. If you haven't done so already, click to [confirm](#) your interest in receiving email campaigns from us.

[Forward email](#)

 **SafeUnsubscribe®**

This email was sent to ellen@miinstitute.com, by [ellen@miinstitute.com](mailto:ellen@miinstitute.com)  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Institute for Motivation and Change | 229 Billerica Road | Chelmsford | MA | 01824