

Motivational interviewing is a client-centred tool for making changes, increasing helpful behaviours and decreasing unhelpful behaviours. It relies on an individual's intrinsic motivation and interest in change, using a non-confrontational approach to frame goals in a practical, attainable fashion. Practitioners who use motivational interviewing enhance their listening and problem solving skills to become more effective communicators. The goal of motivational interviewing is develop the client's ability to navigate obstacles and maintain motivation toward their goals rather than getting "derailed".

This interactive and practical workshop will enable you to:

- Use both Motivational Interviewing and the Stages of Change
- Know that a person's ambivalence about changing is a natural thing that we can work with effectively
- Generate motivation in people who are not motivated
- Support people form constructive plans
- Boost people's faith in their own ability to succeed
- Know how to respond constructively when a person is 'resistant' – and know how to adjust your approach in response
- Help people maintain the gains they make, and ensure that the gains persist

Workshop Outline

- Definition and description of Motivational Interviewing
- The Stages of Change
- How to determine which stage a person is at
- Why it is essential to know and how to capitalise on it
- The sequence in Motivational Interviewing
- Developing rapport
- Encouraging the person to talk
- How to generate self-motivational statements
- Developing readiness to change
- How to get to problem recognition and generating a desire to change
- Summarising the problem including the risks to trigger effective action
- Using the 8 categories of questions
- Negotiating a plan for the change
- Responding to resistance and overcoming it
- Developing determination and action
- The 5 principles: expressing empathy, developing discrepancy, avoiding arguing, rolling with resistance and supporting self-efficacy
- How to avoid the pitfalls
- Handling lapse and relapse
- Practice

Duration

1 Day

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