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Advocacy

Education

Leadership

Engagement

Outcomes

Motivational Interviewing
Practical Strategies
January 23, 2026

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CME Disclosure

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The planners, faculty, and others in control of content (either individually or as a group) have no relevant financial relationships with ineligible companies.

DISCLAIMER: This is Adapted Motivational Interviewing (MI)

And what do I mean by that?

What is the central issue of change?

Ambivalence:

The balance of change

Motivational Interviewing…

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1. ABOUT CHANGE
2. PURPOSE
3. COLLABORATIVE
4. HONORS AUTONOMY
5. EVOCATIVE
6. SPECIFIC SKILLS
7. GOAL-ORIENTED
8. SPEECH

Responds to

9. CHANGE TALK
10. SUSTAIN TALK

Change Talk vs Sustain Talk

A newer way of referring to **RESISTANCE** to change

CHANGE TALK – Your patient or family gives you a signal they are ready to move forward. It is what you are trying to elicit.

SUSTAIN TALK – Your patient or family is signaling that they want to continue their behavior. They are defending the status quo. Don't confront this talk, just be alert to it and try not to reinforce it (more on that later!)

I am not going to get the measles vaccine. I think natural immunity is better.

I only give my child 100% juice.

Smoking calms me down, and I don't believe what I read about exposure to smoke. My parents smoked in our house all the time.

- Is it procrastination or is it planning?
- Put the spin on the positive.

"Throw me a bone, people…"

Sometimes, it is really hard to tell the difference!

4 Fundamental Processes (or tasks) in MI

1. **ENGAGING** – The Relational Foundation
2. **GUIDING** – The Strategic Focus
3. **EVOKING** – The Transition to MI
4. **PLANNING** – The Bridge to Change

4 Fundamental Processes in MI

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1. **ENGAGING** – the Relational Foundation

Person-centered style

Listen – understand dilemma and values

OARS core skills

Learn this first

4 Fundamental Processes in MI

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1. **ENGAGING** – the Relational Foundation
2. **GUIDING** – the Strategic Focus
   - Agenda setting
   - Finding a focus
   - Information and advice

4 Fundamental Processes in MI

1. **ENGAGING** – the Relational Foundation
2. **GUIDING** – the Strategic Focus
3. **EVOKING** – the Transition to MI
   - Selective eliciting
   - Selective responding
   - Selective summaries

4 Fundamental Processes in MI

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1. **ENGAGING** – the Relational Foundation
2. **GUIDING** – the Strategic Focus
3. **EVOKING** – the Transition to MI
4. **PLANNING** – The Bridge to Change
   - Negotiating a change plan
   - Consolidating commitment

A pragmatic practitioner's definition OR Why should I use it?

- Motivational interviewing is a person-centered counseling method for addressing the common problem of ambivalence about behavior change.
- Are we really just giving a name to the good habits we have lost in the age of check-lists and forms?

What is the Spirit of MI?

- MI is not a "tool"
- But rather, it uses a lot of tools
- It is more a way-of-being
- If you have a collaborative, empathic style to begin with, this is going to feel very normal
- Relational, respectful of autonomy, evocative and collaborative
- In sum, you don't just use it here and there

Let's Talk Specific Skills

- Open Questions
- Reflective Statements
- Readiness Ruler
- Values Assessment
- Elicit-Provide-Elicit

Remember OARS?

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- Open Questions
- **Affirmations**
- Reflective Statements
- **Summarization**

You know these. Remember to use them!

Open Questions

What is an Open Question?

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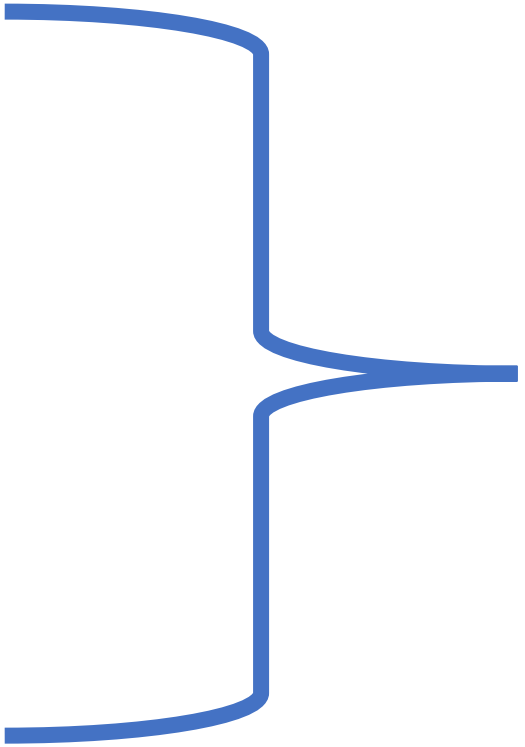
- Can't be answered with "yes" or "no" or a one word answer
- Allow for a fuller, richer discussion
- Are non-judgmental
- Let the people you are talking with think out loud
- Allow them to do most of the talking, using their own words
- Let them know the conversation is about them

Closed to Open

- *Are you having any relationship problems?*
  - Tell me about your current relationships…
- *Do you take your medicine?*
  - Taking medicine daily can be a challenge for some people. What challenges, if any, do you face with taking medications?
- *Do you still want to skip the measles vaccine?*
  - Please help me understand your biggest concerns with the measles vaccine.
- *Do you smoke?*
  - Some of my patients smoke because they say it helps them fit in with their friends. What would you say that smoking provides for you?
- *Do your kids drink sugary drinks?*
  - What are the kids' favorite things to drink?

False friends…

- Do you…
- Will you…
- Can you…
- Is it…
- Did you…
- Are you…



What's the common thread here?

Helpful starters

- Tell me about…
- To what extent…
- What else…
- Help me understand…
- How did you…
- What, if any…
- W interrogatives and How are helpful
- BEWARE "Why?"

Your Questions?

The series continues next week:

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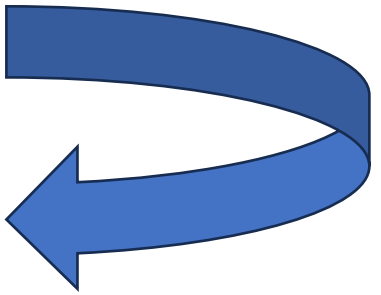
- Two Tools for Success: Assessing Values and Readiness (January 30)
- The Central Skill of MI: Reflections (February 6)
- Putting it All Together (February 13)



Topic Change!

Claim CME and MOC Part II credit here:

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Adolescent Health Series

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The Preventive Health Program is proud to present our next education mini-series on Adolescent Health.

- The Youth Risk Behavior Survey and Youth Tabacco Survey (Thursday, February 19 @ Noon)

- Transition to Adult Care (Thursday, March 19 @Noon)

- TBD

Register Here

Ohio AAP Spring Advocacy Day

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April 16, 2026
Agenda and Time TBA
Ohio Statehouse

Register Today!

Store It Safe Designated Community

Imagine a community where every child and teen feels seen, supported, and safe. Becoming a **Store It Safe (SIS) Designated Community** is more than adopting a title — it's joining a movement. This designation means taking real action: promoting safe storage of lethal means, educating families, and creating environments where help is accessible and stigma has no place. It is a bold step toward protecting our most valuable resource — our children.

Pediatric healthcare providers and community leaders are uniquely positioned to drive this change. The SIS Designated Community initiative is already gaining momentum, with several Ohio cities leading the way. We are now inviting more communities to join this movement and help create a safer, healthier future for youth across the state.

Options for involvement:

- Become an SIS ambassador
- Connect Ohio AAP with your community's leadership and elected officials
- Endorse and recommend your community for SIS designation
- Further your safe storage advocacy efforts at the community level
- Write a letter of support for your community to keep the safety of children and teens at the forefront

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