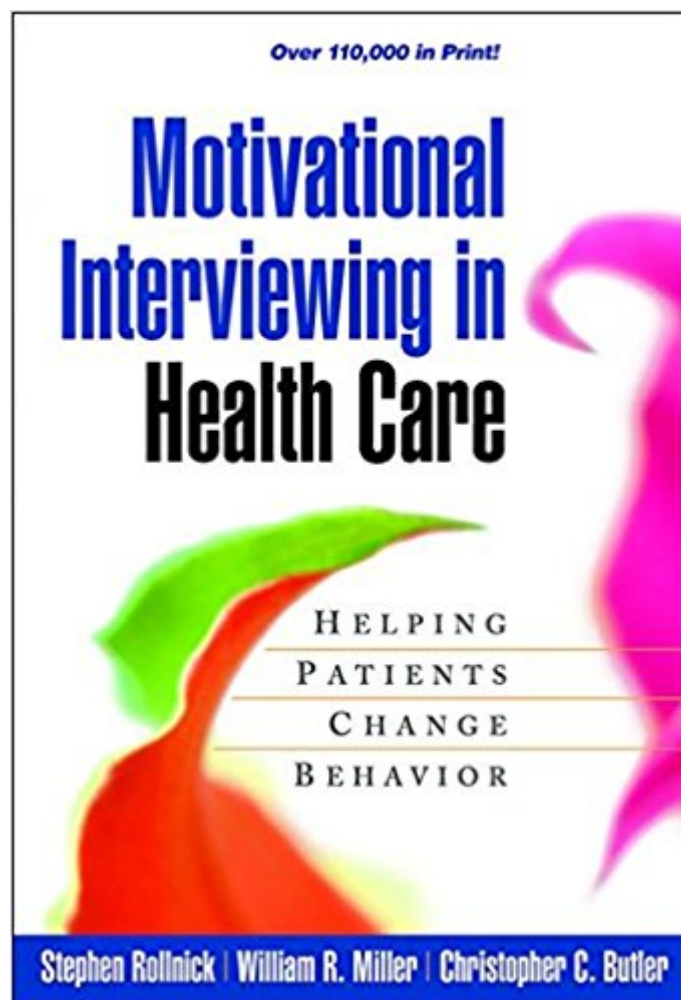




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# Motivational Interviewing In Health Care: Helping Patients Change Behavior (Applications Of Motivational Interviewing)



## Synopsis

Much of health care today involves helping patients manage conditions whose outcomes can be greatly influenced by lifestyle or behavior change. Written specifically for health care professionals, this concise book presents powerful tools to enhance communication with patients and guide them in making choices to improve their health, from weight loss, exercise, and smoking cessation, to medication adherence and safer sex practices. Engaging dialogues and vignettes bring to life the core skills of motivational interviewing (MI) and show how to incorporate this brief evidence-based approach into any health care setting. Appendices include MI training resources and publications on specific medical conditions. This book is in the Applications of Motivational Interviewing series, edited by Stephen Rollnick, William R. Miller, and Theresa B. Moyers.

## Book Information

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## Customer Reviews

"We use this book for Coaching Wellness Behavior Change, a core class for all Exercise and Health Science students at UMass Boston. Lifestyle behavior has become a targeted issue contributing to population health. This book provides all health professionals (and future professionals) with invaluable information on developing provider-client relationships that facilitate change."--Dana Commesso, MA, Lecturer, College of Nursing and Health Sciences, University of Massachusetts, Boston "At the heart of rehabilitation are two central tenets: First, the patient is a key member of the rehabilitation team. Second, the rehabilitation process requires patients to learn and utilize

new adaptive behaviors. How do we make these two key notions come alive in our interactions with patients? This text is the answer to that question. It provides useful theory, evidence-based methods, and clinical examples. The material is accessible and does not assume advanced knowledge of psychology. The message and skills in this book should be part of the practice of every rehabilitation professional."--Stephen T. Wegener, PhD, ABPP, Director, Division of Rehabilitation Psychology, Department of Physical Medicine and Rehabilitation, Johns Hopkins University

"This book provides a well-organized, thoughtful discussion about how to develop a set of interpersonal skills that can promote the betterment of patient care and health behaviors. Pharmacy practice faculty would be well advised to incorporate these powerful methods and examples into courses that address health behaviors and/or patient counseling."--Douglas J. Pisano, PhD, Professor and Dean, School of Pharmacy, Massachusetts College of Pharmacy and Health Sciences

"As pharmacists take an increasingly active role in health care and medication counseling, we now recognize that many 'medication problems' are, in essence, communication problems. Motivational interviewing allows pharmacists to communicate with their patients in a clear, concise, and structured way. Pharmacists and pharmacy students in any practice setting will benefit from implementing the tools and techniques in this book."--Ernest J. Dole, PharmD, ABQ Health Partners, Albuquerque, New Mexico, and University of New Mexico College of Pharmacy

"In this era of evidence-based practices in health care, practitioners still face the vexing question: Will my patient actually follow the procedures known to be efficacious? This book assists health care professionals in maximizing their effectiveness. An evidence-based practice in its own right, MI facilitates cooperation and compliance with treatment regimens. If you are a health care professional or a mental health professional consulting in a medical setting, and have ever wondered what to do with a seemingly 'unmotivated' patient, this is the book for you."--Barent Walsh, PhD, Executive Director, The Bridge of Central Massachusetts

"This is an immensely useful text for teaching students and professionals how to help patients adopt health-promoting behaviors; for example, dieting, exercising, or attending follow-up appointments. Most such education concentrates on what to tell patients; this text concentrates on how to guide patients so that they will hear and implement the 'what.' As an MI trainer, I will be using this resource with a range of health care providers."--Robert G. Rhode, PhD, Department of Psychiatry, University of Arizona; member, Motivational Interviewing Network of Trainers (MINT)

"This book delivers what it promises: practical, effective, and efficient strategies for producing more productive interactions with patients about behavior change. The authors, who are largely responsible for originating and refining MI, have translated this powerful evidence-based

intervention into a set of core competencies and skills that can be easily understood, learned, practiced, and, most importantly, integrated into real-world clinical practice."--Michael G. Goldstein, MD, Associate Director for Clinical Education and Research, Institute for Healthcare Communication, and Department of Psychiatry and Human Behavior, Warren Alpert Medical School of Brown University

"Many of today's leading causes of death are significantly related to modifiable health behaviors. This book provides a critical approach for helping patients change their behavior. Motivational interviewing (MI) provides a new alternative to the outdated direct persuasion approach, bringing a breath of fresh air to the conversation between health care providers and those with chronic diseases like diabetes and obesity. Practical examples and exercises make this book a powerful tool for use in educating medical students, nurses, and other health care professionals about encouraging patients to make healthy choices."--Robert Gabbay, MD, PhD, Executive Director, Penn State Hershey Diabetes and Obesity Institute

"This practical guide moves motivational interviewing (MI) into the realm of everyday health care practice. Specifically, the book addresses the 'why' and the 'how-to' aspects of having conversations about behavior change. It helps clinicians learn to hear what their patients are really saying, and how to guide them through resolving ambivalence about behaviors. Relevant examples from various fields of medicine are provided. The chapter featuring extended examples of how to integrate MI into everyday interactions is particularly helpful. I see this as a useful resource for physicians, nurses, physician assistants, and other clinicians, as well as clinician educators involved in training students and residents."--Carol R. Schermer, MD, MPH, Department of Surgery, Division of Trauma, Loyola University Medical Center

"Packed with practical pearls of wisdom for guiding patients in the process of changing many types of unhealthy behaviors, this easy-to-read book is a gift to all health care providers. The authors use real-life cases and believable dialogue to illustrate how to use listening skills to elicit the patient's perspective and build toward change. Too many of us in health care get discouraged and give up hope too soon when patients are not compliant with our advice, when we really should be trying a different way to approach the issues. This book's 'can-do' and 'no-blame' orientation helps the busy clinician regain satisfaction in relationships with patients and become more effective in facilitating change."--Edward Bernstein, MD, Department of Emergency Medicine, Boston University School of Medicine; Director, Brief Negotiated Interview and Appropriate Referral to Treatment (BNI-ART) Institute, Boston University School of Public Health

"The authors highlight the underpinnings of effective communication and demonstrate how the spirit, philosophy, and principles of MI can actually enhance patient-provider relationships. This book is a 'must read' for health care practitioners across disciplines,

from novice clinicians searching for practical advice to expert providers seeking professional refueling. Faculty will find this book invaluable for teaching future health care providers, as the information on MI is evidence based and the case examples are drawn from real-world clinical experiences. In today's fast-paced health care industry, providers may feel daunted by encroaching technology or hamstrung by requisite documentation. Therefore, enjoying meaningful interactions with patients becomes even more of a challenge. Fortunately, MI can help providers connect with their patients. After reading this book, one cannot help but feel empowered to change behavior."--Pam Burke, PhD, RN, Division of Adolescent Medicine, Boston Children's Hospital

"I highly recommend this book for any practitioner dealing in health behavior change. In a conversational style with numerous helpful examples, the authors translate complex psychological concepts into easy-to-understand terms that will support and guide health care practitioners in improving their consultations with patients. The book is also a 'must' for undergraduates and graduate students who are interested in motivational interviewing within the world of health care practice."--Judith Carpenter, registered dietitian, Derbyshire County Primary Care Trust, UK

"I highly recommend this book to directors of clinical services, analysts, therapists of all disciplines, and students. It has survived my usual skepticism for new" approaches and has inspired me to seek training and supervision in MI." (Bulletin of the Menninger Clinic 2007-11-09)

"The authors are leading authorities in motivational interviewing, having founded, developed, and written extensively on the topic over the past 25 years....For a broad range of frontline clinicians, including those who work in various medical specialties, the book gives useful insights that can have an immediate impact by making one's practice more productive and more enjoyable. For those with special interest in human behavior, particularly those in the mental health field, this book is a concise, highly readable introduction to motivational interviewing and will likely pique interest for further study of this powerful tool for promoting change." (Psychiatric Services 2007-11-09)

"Provides practical guidance on how clinicians in health care settings can apply MI to promote change in a range of health-related behaviors, such as smoking, exercise, diet, use of new aids or medications, and uptake of services....The book reads like a practice guide, clearly aimed at the time-constrained clinician, with useful short summary statements stressing the main point of each section for the reader....Has the potential to make an important long-term impact on both the individual and population health outcomes." (Drug and Alcohol Review 2007-11-09)

"Rollnick, Miller, and Butler adroitly describe the spirit and practice of MI through richly annotated case examples and incisive metaphors to help the learner remember and understand key principles....The book provides an excellent description of state-of-the-art patient-centered communication for both newbies and

established practitioners who are looking for a refresher in MI spirit." (American Journal of Lifestyle Medicine 2007-11-09)"This book represents the latest thinking from the principal architects and researchers of Motivational Interviewing (MI)....This book is an excellent introduction to MI and has been written to help clinicians integrate this guiding style into their practice. It is crammed with techniques and draws on a wide range of clinical material to illustrate how they can be used....Although not explicitly written for work with adolescents, there is a great deal of useful and relevant material. This is a highly readable book and an excellent resource both for novice and experienced MI practitioners." (Child and Adolescent Mental Health Journal 2007-11-09)"There are useful chapters on asking, listening, and informing skills that begin with general comments and then focus on specific skills and strategies for MI. The chapters are well illustrated with examples of dialogue from different settings....A number of case studies are given that relate ways in which health services is resonant with the respectful and collaborative nature of MI....The book has value for family physicians, general practitioners, and registrars who are interested in improving their communication skills, particularly in the area of brief behaviour change counselling. The simple yet powerful concepts regarding communication styles and skills will also be useful for teachers of communication skills." (South African Family Practice Journal 2007-11-09)"Motivational Interviewing (MI), a method of interacting with patients to enhance behavior change, is a well-tested and established method with over 160 randomized clinical trials demonstrating its efficacy across an array of medical conditions....This book is a helpful tool for all practitioners seeking a better commitment to behavior change in their patients. The skill set needed to accomplish the goal of behavior change is already developed in most clinicians. This book guides the reader through the process of honing those skills and switching effortlessly through the various methods of patient interaction to best achieve change." (Journal of Chronic Obstructive Pulmonary Disease 2007-11-09)"Motivational Interviewing in Health Care offers a new approach in communicating for nurses – particularly providers treating patients with chronic diseases such as diabetes and obesity – and all health care professionals working to assist patients in making lifestyle changes for better health....As information technology relentlessly invades the realm of patient care, we find ourselves with less time to communicate with and teach our patients, so the time we do have must be optimized....In this book the reader is walked through and provided with positive steps to implement the MI guiding style of communication....Provides many examples of MI conversations, giving the reader insight into how MI communication works and is accomplished. I enjoyed the stories unfolding of how patients arrive at health change decisions, by themselves, if given the guided opportunity by an expert MI communicator. The book is a short, easy read which gave me

food for thought and reinforced my continuing quest for a positive, therapeutic conversation with each of the patients. MI is also about caring for your own health." (Registered Nurse 2007-11-09)"Practitioners such as nurses, the largest group of health care providers, will welcome the opportunity to add MI to their toolkit....Recommended." (Choice 2007-11-09)"Will prove useful for practice nurses, health visitors, occupational therapists, physiotherapists, general practitioners, and mental health professionals....Excellent." (Nursing Standard 2007-11-09)“The book will be of interest to any community health nurse who interacts with patients, in particular those who try to help clients manage chronic illnesses such as diabetes and high blood pressure. The authors provide a detailed framework for guiding behavioral change and offer a map for shifting interview styles with comfort, so that the practitioner can adopt the appropriate style for the client situation. This title is also suitable for adoption in classes and clinical labs that are focused on teaching students about helping relationships and about strategies for assisting patients to make a positive lifestyle change.” (Journal of Community Health Nursing 2015-02-26)

Stephen Rollnick, PhD, is Honorary Distinguished Professor at the Cochrane Institute of Primary Care and Public Health at Cardiff University, United Kingdom. A clinical psychologist with many years of experience and a codeveloper of MI, as well as a cofounder of the Motivational Interviewing Network of Trainers, Dr. Rollnick provides consultancy and training on the subjects of motivation, change, and MI. His research and guidelines for good practice have been widely published, and his work on implementation continues, with a current focus on children with HIV/AIDS in Africa, pregnant teens in deprived communities, and MI for teachers and sports coaches. With William R. Miller, Dr. Rollnick is coauthor of the classic work *Motivational Interviewing: Helping People Change*, now in its third edition. William R. Miller, PhD, is Emeritus Distinguished Professor of Psychology and Psychiatry at the University of New Mexico, where he joined the faculty in 1976. He served as Director of Clinical Training for UNM's American Psychological Association-approved doctoral program in clinical psychology and as Codirector of UNM's Center on Alcoholism, Substance Abuse, and Addictions. Dr. Miller's publications include 35 books and more than 400 articles and chapters. He introduced the concept of motivational interviewing in a 1983 article. The Institute for Scientific Information names him as one of the world's most cited scientists. Christopher C. Butler, MD, is Professor of Primary Care Medicine and head of the Department of Primary Care and Public Health at Cardiff University, UK. He trained in medicine at the University of Cape Town and in clinical epidemiology at the University of Toronto. For his doctoral work, under the direction of Stephen Rollnick, he developed and evaluated behavior

change counseling and conducted qualitative research into patients' perceptions of advice against smoking from clinicians. Dr. Butler has published more than 70 papers, mainly on health behavior change and common infections. He has a general medical practice in a former coal-mining town in south Wales. Â Â

Motivational Interviewing is emerging as a best practice approach for a variety of conditions. It has been studied in addiction treatment, peer support, chronic disease management and a plethora of other settings. As a social worker over the years I have been exposed to many Motivational Interviewing trainings. This book is the best reference book I have found to explain motivational interviewing. If you are experienced in motivational interviewing or if you are new to the concepts this book can provide insight, tools and explanations for all levels. I think this book does a wonderful job talking about different styles such as directing, following and guiding. If you are new to MI and looking for a place to start this is a great book. If you have been using MI and are looking for inspiration to take your practice further this book will also be of help.

This was recommended to me during a motivational interview class as a short and easy version of the big book. It is short and easy but it is also so simplified as to be not helpful at all. Maybe a good refresher (which was what I was hoping for) but I didn't find it that helpful and pretty much read it and tossed it the same day.

I have really enjoyed this book. The foundation of the book encompasses two obvious principles that come together in a way that gives easy guidelines for assisting people with change. The first principle is that people who are not changing are stuck in ambiguity, where they are in a balancing act between reasons to change, and reasons to stay the same. The second principle is that people believe what they hear themselves say. So, if you approach a change by only giving the positive reasons that they should change (you should eat fewer simple carbohydrates because it will help your blood sugar stabilize), the person will voice back the balancing view point (but sugary stuff tastes really good!). Now that they have voiced the negative, the pull of not wanting to change has been stuck in their brain even more. This book gives definite strategies on how to get out of this cycle. It really has helped motivate some of my patients- and even my children on occasion! Buy the book to find out how!

This is an excellent book very easy to read, interesting and practical, and it offers several quick



techniques to use in therapy if you are in health psychology or if you are a physician.

If you want to learn more about Motivational Interviewing this is the book. It is a quick, easy read on the topic. It will make the most of your communication with patients and anyone else for that matter.

As an exercise physiologist, I found this book to be invaluable. Most of us health care providers know what to tell our clients and patients to do, but we have a hard time getting them to actually do it. If that rings a bell with you, this book is for you. I only wish I would have had this knowledge years ago.

This book is such an amazing book discussing how to bring MI into one's practice. Anyone who coaches/counsels clients can incorporate the various techniques into their practice. I've also purchased this book for every single one of my dietetic interns. This book is a top-shelf book to have as a reference and guide for Motivational Interviewing. I highly recommend it.

wonderful book!

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