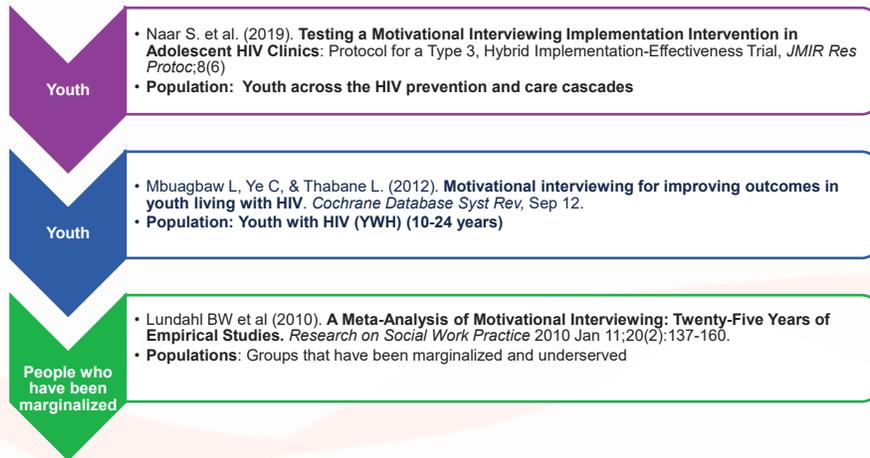
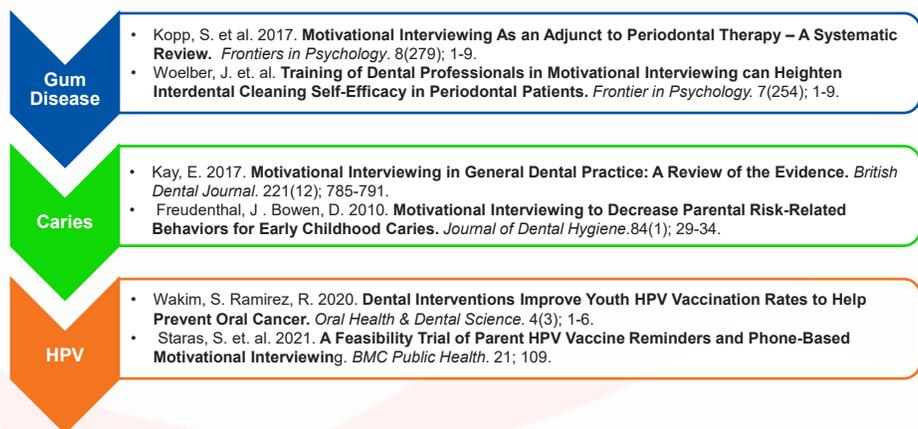


MI is an Evidence-Based Strategy that Supports HIV Treatment and Care



1

Evidenced-Based MI and Oral Health



2

Cultural Proficiency

Self-Awareness and Reflections

Ask Yourself

- ✓ Do I offer all patients the same information in a way they can understand?
- ✓ What assumptions do I make about patients based on appearance?
- ✓ What are my personal cultural values or beliefs and how do these influence the care I deliver to patients?

3

Converting Closed-ended Questions to Open-ended Questions

Are you taking your medication(s)?

- Tell me **how** you take your medication(s).
- **What** medications are you taking?
- **When** do you take your PrEP medication?

Do you have any questions?

- **What** questions do you have for me?
- **Tell** me anything I missed that you wanted to talk about today.
- **How** will you use the information we talked about today?

4

Who and What Questions

Who Questions

1. Who is part of your support system?
2. Who is part of your family?
3. Who are your top two role models?
4. Who do you feel attracted to, romantically or platonically?
5. Who if anyone has done harm to you?
6. Who is the person you are closest to?
7. Who is someone you can go to for immediate support or help?

What Questions

1. What motivates you to wake up everyday?
2. What do you like most about your life?
3. What do you need more of in your life?
4. What does a good day look like for you?
5. What part of yourself do you take care of the most?
6. What would you like to accomplish in the next year?
7. What makes life more difficult for you?
8. What would you like to change about your life if you could?
9. What is your greatest strength?

5

How and Where Questions

How Questions

1. How do you cope with stress?
2. How did you get here today?
3. How did you overcome your greatest barrier?
4. How will you prepare for the future?
5. How do you have fun and feel joy and happiness?
6. How often do you set goals for yourself?
7. How much time do you spend with family? With friends?

Where Questions

1. Where do you feel safe?
2. Where do you feel unsafe?
3. Where do you spend most of your time?
4. Where would you like to be right now?
5. What part of yourself do you take care of the most?
6. Where will your current health practices take you?
7. Where do you go to buy food?
8. Where do you go when you need time alone?

6

Open Ended Questions

Open-ended Questions

1. How is it going with taking your medication?
2. What have you tried to help you remember to take your medication?
3. What benefits are you hoping to get from the medication?
4. What if anything gets in the way of you taking your medication?

Closed-ended Questions

1. Do take your medication every day?
2. Are you taking your medication the way we talked about?
3. Do you have any questions?
4. Can you tell me how you take your medication?

7

Nonverbal Messages

- Posture
- Equal positioning
- Facial expression
- Gestures



8

Language Matters

Communication
is Key

- **Substance use**
(not substance abuse)
- **A person who uses drugs, alcohol, or substances**
(not drug addict, drug abuser, alcoholic, junkie, crackhead, tweaker)
- **Negative or positive toxicology results, unexpected or expected**
(not "clean" or "dirty" toxicology results)
- **A person who formally used drugs or alcohol**
(not got clean)
- **A recurrence of use or "return" to use**
(not relapse)

9

MI Process



ENGAGE



FOCUS



EVOKE



PLAN

Disease Prevention and Disease Management

- Missed appointments
- Unmet needs
- Social determinants of health
- Emotional wellness
- Medication adherence

10

Integrating Stages of Change and MI

CONCEPT	DEFINITION	MI Strategies
PRE-CONTEMPLATION	Unaware of the problem, hasn't thought about change	Engagement skills, develop trust, assertive outreach, accept client where they are at, provide concrete care; increase willingness to consider change
CONTEMPLATION	Thinking about change, soon (usually w/in the next 6mos)	Instill hope, positive reinforcement for harm reduction, discuss consequences, raise ambivalence, motivational interviewing; increase willingness to change and sense of ability to change
PREPARATION	Making a plan to change, setting gradual goals (usually w/in 1 mo.)	Assist in developing concrete action, problem solve w/ obstacles, build skills, encourage small steps, treatment planning; increase sense of ability to change and readiness to change
ACTION	Specific changes to lifestyle has been made w/in past 6 months	Combat feelings of loss and emphasize long term benefits, enhance coping skills, teach how to use self help, treatment. Planning, develop healthy living skills; help to initiate changes and work through the change process
MAINTENANCE	Continuation of desirable actions, or repeating periodic recommended step's	Assist in coping, reminders, finding alternatives, relapse prevention
RECURRENCE (NOT RELAPSE)	PART OF THE PROCESS	Determine the triggers and plan for future prevention

MI: Am I Doing This Right?

MI **MOTIVATIONAL INTERVIEWING**
an evidence-based treatment



**Encouraging Motivation to Change
Am I Doing this Right?**

Motivational interviewing encourages you to help people in a variety of service settings discover their interest in considering and making a change in their lives (e.g., to manage symptoms of mental illness, substance abuse, other chronic illnesses such as diabetes and heart disease).

REMINDE ME
Use the back of this card to build self-awareness about your attitudes, thoughts, and miscommunication style as you conduct your work. Keep your attention centered on the people you serve. Encourage their motivation to change.

CENTER FOR EVIDENCE-BASED PRACTICES | Build Trust
Improve Outcomes
Promote Recovery

www.centerforebp.case.edu

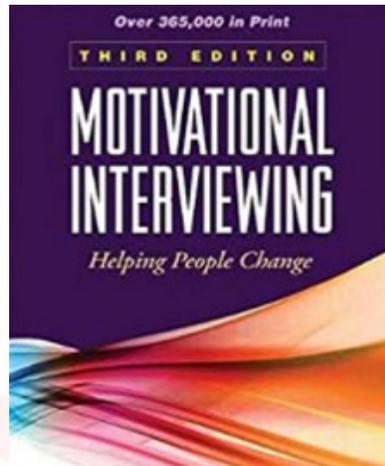
CASE WESTERN RESERVE UNIVERSITY | est. 1863

**Encouraging Motivation to Change
Am I Doing this Right?**

1. **Do I listen more than I talk?**
 Or am I talking more than I listen?
2. **Do I keep myself sensitive and open to this person's issues, whatever they may be?**
 Or am I talking about what I think the problem is?
3. **Do I invite this person to talk about and explore his/her own ideas for change?**
 Or am I jumping to conclusions and possible solutions?
4. **Do I encourage this person to talk about his/her reasons for *not* changing?**
 Or am I forcing him/her to talk only about change?
5. **Do I ask permission to give my feedback?**
 Or am I presuming that my ideas are what he/she really needs to hear?
6. **Do I reassure this person that ambivalence to change is normal?**
 Or am I talking him/her to take action and push ahead for a solution?
7. **Do I help this person identify successes and challenges from his/her past and relate them to present change efforts?**
 Or am I encouraging him/her to ignore or get stuck on old stories?
8. **Do I seek to understand this person?**
 Or am I spending a lot of time trying to convince him/her to understand me and my ideas?
9. **Do I summarize for this person what I am hearing?**
 Or am I just summarizing what I think?
10. **Do I value this person's opinion more than my own?**
 Or am I giving more value to my viewpoint?
11. **Do I remind myself that this person is capable of making his/her own choices?**
 Or am I assuming that he/she is not capable of making good choices?

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MI Resources



- Motivational Interviewing Network of Trainers
<https://motivationalinterviewing.org/>
- Center for Collaboration, Motivation and Innovation (Kathy Reims)
<https://centrecmi.ca/>
- Health Education and Training Institute (Stephen Andrew)
<https://www.hetimaine.org/>
- Annie Fahy Consulting (Annie Fahy)
<https://www.anniefahy.com/>