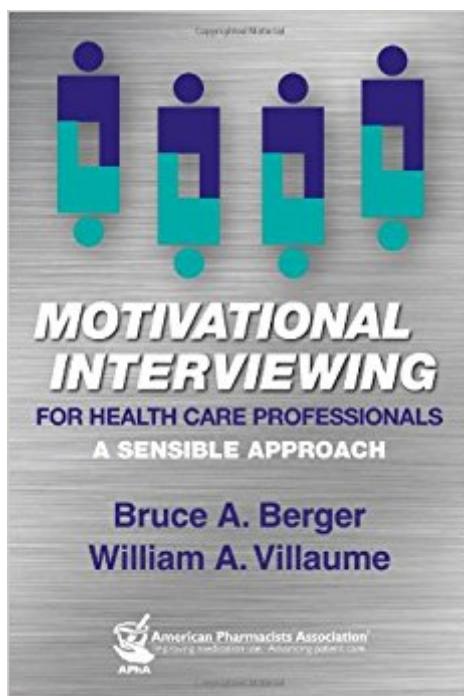


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# Motivational Interviewing For Health Care Professionals



## **Synopsis**

Motivational interviewing has been shown to improve treatment adherence and outcomes, promote health behavior change, improve patient satisfaction with care, and increase retention rates in complex case management. *Motivational Interviewing for Health Care Professionals: A Sensible Approach* presents a new way of teaching the theory and practice of motivational interviewing to health care professionals. The book illustrates how motivational interviewing effectively replaces everyday persuasive strategies and language habits that trigger resistance in patients. It addresses those aspects of motivational interviewing that typically pose problems for health care professionals such as how to share medical expertise while at the same time empowering the patient by maintaining his or her autonomy in the decision-making process. Using motivational interviewing skills will enable health care professionals to communicate with patients in a clear, concise, and structured way. Health care professionals in all practice settings will have a greater impact on improving patient outcomes by using the tools and skills in this book.

**Key Features:**

- New theoretical description of motivational interviewing developed specifically for health care professionals
- Practical, step-by-step approach to motivational interviewing
- Over 35 health care professional/patient dialogues demonstrate motivational interviewing skills
- Three case studies including comprehensive dialogues and analyses demonstrate effectiveness of motivational interviewing in health care
- Links to videos of the case studies

## **Book Information**

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## **Customer Reviews**

A key strength of the book lies in one of the final chapters, where the authors guide the reader through several cases. For each case, a full conversation between a health professional and patient is presented, with and without the use of MI. There is a clear discrepancy between the two styles of communication, and the reader can recall how the concepts of MI relate to each situation. The authors also provide an analysis of each case to reinforce and clarify important points. To emphasize the message further, a link and QR code allow the reader to view brief videos for each case. Watching these interactions drives home the benefits of using MI and helps the reader better understand how to apply these principles in practice. The book is eye-opening for health professionals who may not be familiar with MI, and it introduces a new way to communicate effectively with patients. Readers can use the tools and real-world examples to immediately begin implementing MI in their practice. --Pharmacy Today, March 2014This can serve as a useful reference and should be reviewed by any healthcare professional whose interactions with patients involve changing patient behavior or patients making decisions related to their healthcare.

--Christina Rose, PharmD Temple University HospitalThis can serve as a useful reference and should be reviewed by any healthcare professional whose interactions with patients involve changing patient behavior or patients making decisions related to their healthcare. --Christina Rose, PharmD Temple University Hospital

Bruce A. Berger, PhD, is professor emeritus, Harrison School of Pharmacy, Auburn University and president of Berger Consulting, LLC in Auburn, Alabama. He is co-developer of comMIT (Comprehensive Motivational Interviewing Training) with William A. Villaume, MDiv, MA, PhD, professor emeritus, Harrison School of Pharmacy, Auburn University. Both authors have many years of research and teaching experience in patient communication and MI.

Congratulations to the authors on the BEST Book and approach to Motivational Interviewing! In the midst of growing interest in Motivational Interviewing and Health Coaching as a way of improving patient engagement (or my preferred term of 'person engagement') new communication approaches are clearly needed. With the major shift in our U.S. health care delivery system to engaging the 'real decision-maker', the patient/person in their own health care and lifestyle management decisions, this book is a MUST. What makes this approach to Motivational Interviewing so valuable to all health care providers is the fact the authors use sense-making and practical reasoning. Unfortunately although with good intent, other Motivational Interviewing approaches are more of a communication protocol than truly exploring and facilitating the best decision-making approach

between patient/person and their provider(s). With an increasing focus on the importance assisting the persons in our care in creating and managing healthy lifestyles for prevention and chronic care management, only the patient/person knows the reasons or purpose that will be important enough to make lifestyle change AND the way he or she would like to approach the change process. This requires true heart-felt recognition of the patient/person's values, decision-making process and knowledge of what and how they can effectively make change. This Motivational Interviewing communication approach by Bruce Berger and Bill Villaume truly values the person and is not overly focused on a protocol to address perceived resistance as other MI approaches seem to be, but as a sincere approach to engagement of the person! This MI communication strategy is similar to health coaching in that it truly appreciates where the patient/person is coming from and develops a trusting relationship that goes beyond one visit. This approach has truly the potential to significantly impact and improve population health through a caring, non-hierarchical approach to the individuals, families and communities! If you are a health care provider, health professions educator, and/or a leader in a health care delivery system, get this book and contact the authors to significantly impact patient/person engagement and decision-making in your practice, program or system! Finally, using their ground-breaking MI approach in workshops based on this book, the authors model this communication strategy to assist learners of all health professions to explore and expand their own thinking (and sometimes resistance) about the possibilities and potential of TRUE Patient/Person Engagement! As a nurse, ICF certified coach, and health coach trainer with a history of academic leadership in health-professions education, I highly recommend this book! Pat Hinton Walker

I am a "mature" physician who has worked in a variety of sectors of the medical industry trying to improve the health of our population. I am currently developing scripting for a number of automated Virtual Health Assistant based (avatar if you will) disease management programs and wanted to make sure they included the most current and effective forms of behavioral health theory. I have completed 4 books on the psychology of behavioral health and by far this one is the most practical. Motivational Interviewing for Health Care Professionals, gives a clear picture of not only what to say to a patient needing help in their medical care but also what not to say. It attempts to take the patient from "reacting" to health care advice to "thinking and reasoning" about health care, moving the thought processes from the limbic to the frontal areas of the brain where reasoning can take over. It is obvious that the health care system has not succeeded by having physicians give "orders" to their patients. Perhaps using the MI processes of "Sense Making", "Practical Reasoning", "Developing Rapport", and "Reframing the Issue" (each chapters in the book), will

become the guiding principals of health care professional communication with an ever more complicated patient! I recommend this book for anyone attempting to create better communication methods for patients whether it be the solo practitioner, the integrated system or disease management company.

In their book, *Motivational Interviewing for Health Care Professionals*, Drs. Berger and Villaume provide practitioners with a direct pathway to better understanding what works (and what does not) using interpersonal communication approaches to facilitate client-centered growth toward improved health and well-being. In addition to content specific to MI history and theory, this book applies the principles of MI to true to life client/provider scenarios as the authors examine key constructs of sense-making, practical reasoning, developing rapport, and reframing. I had the pleasure of attending a two-day workshop recently with Dr. Bruce Berger where he provided a comprehensive training program for health care providers. A masterful teacher, Dr. Berger impressed me with his ability to consistently demonstrate the strength of using MI as he responded to questions and concerns from those attending the training. With over thirty years of experience in higher education in roles of professor, dean, and provost, I know that all students in the health professions could benefit greatly by embracing the practices shared in this book. As a clinical nurse specialist and certified coach, I will be integrating lessons learned into my practice and teaching. Of course the real winners will be the clients we serve! Cynthia A. Russell

I found the book both easy to read and full of practical examples for those interested in learning about motivational interviewing. I did not have much background in the subject, but the authors provide both a great review and tribute to the original founders of MI, and a good segway into how to use and adapt it for the healthcare professional. It is obvious that they have done their homework and no doubt have taken the theory and practice to a new level. I love the piece about how using MI correctly with a thorough understanding of the practice will lead to a new synergy that will surpass other counseling methods. The bottom line for me is how to help patients work through their own health issues, and these authors explain motivational interviewing clearly and concisely. Five stars!

This is a must have for the healthcare professional. The only way to help people change is for them to be motivated internally. this book can help you to use open ended questions and other techniques to bring about positive change in our patients.

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