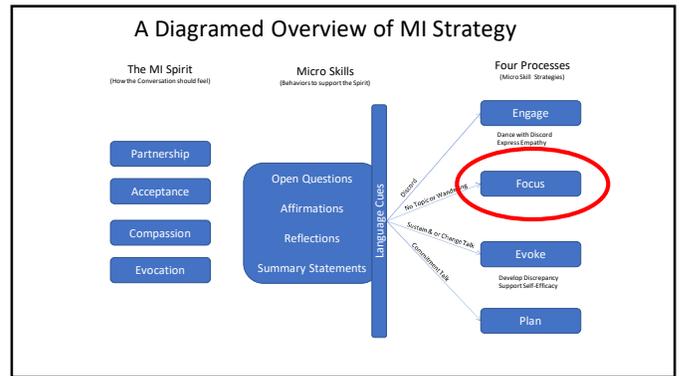


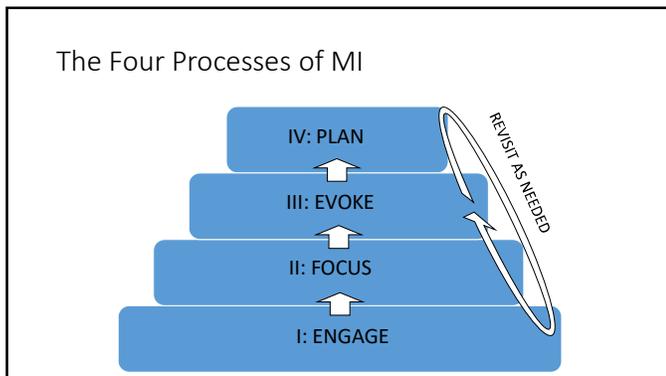
Motivational Interviewing: Focusing Process Strategies

Trevor J Manthey, LMSW, PH.D,
MINT Member

1



2



3

Focusing

- Focusing is the process by which you develop and maintain a specific direction in the conversation about change.

4

Focus

- An ongoing process of seeking and maintaining direction. Ideally there is a shared sense of direction, just as a guide and traveler have an agreement where they are going. The focusing process of MI is about finding that direction and within it more specific achievable goals.

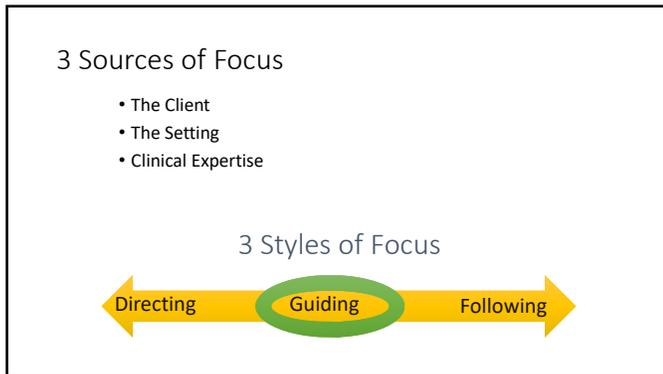
Miller and Rollnick, MI3

5

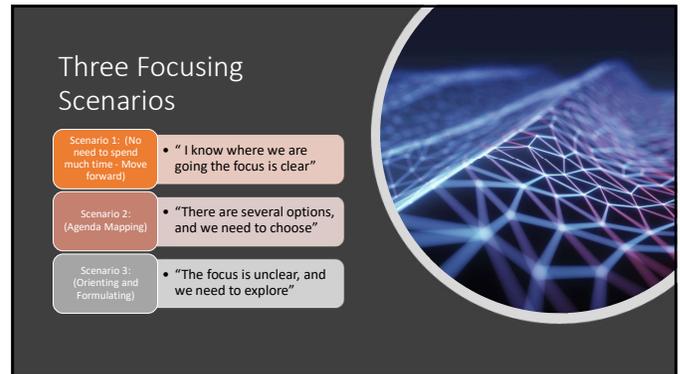
"Finding the Horizon" or What Does the Top of the Mountain Look Like?

- You are never too old to set another goal or to dream a new dream.
- C.S. Lewis

6



7



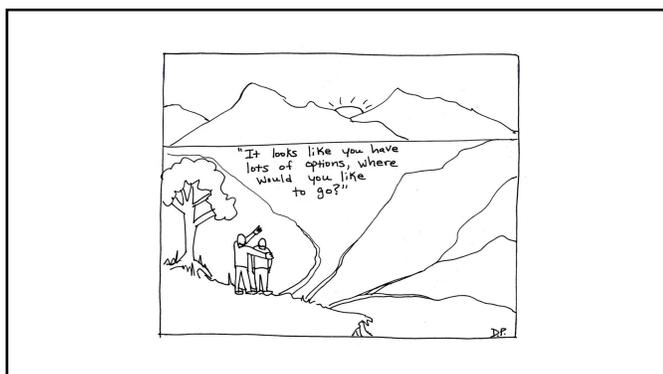
8



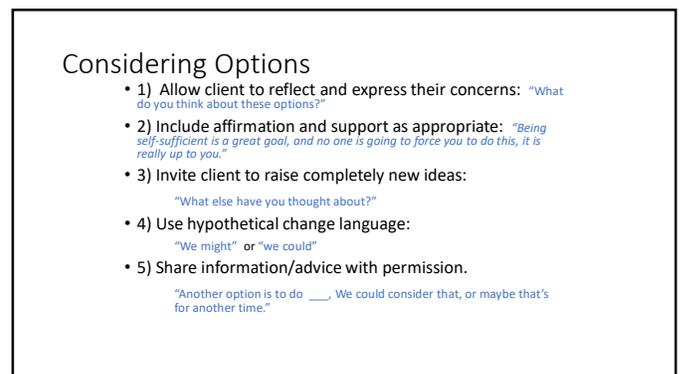
9



10



11



12

Zooming In

- Narrowing in on the chosen topic that relates to their "Horizon" or "Top of the Mountain"

13

Tools: Agenda Mapping

(visual aid)

14

Orienting and Formulating

- The Eagle View: 
- The Mouse View: 

The task is to collaboratively try out different ways of putting the puzzle together

15

Tools: ASK TELL ASK

- **ASK:** elicit from the client to determine sought after information: Such as the client's main concern, information the client already knows about the process, how they want to proceed, etc.
- **TELL:** respond with a reflection or summary and add relevant information (with permission). The information they provide can be in the form of a menu of options.
- **ASK:** The counselor then allows the client to respond or directly ask how about how the client is responding to the information provided.

16

Tools: Emphasize Personal Choice

-  "I could suggest some things that have worked for other people, but the most important thing is to find what will work for you, and you're the best judge of that. Would you like to hear some ideas?"
-  "It's really up to you, but I could describe some options"
-  "This advice may not be right for you"
-  "I can't tell you what to do, but I can tell you what other people have done."

17

Assessment Results

- Assessments: one large reflection 
- MI Sandwich: helpful for assessments and as a structuring technique 

18