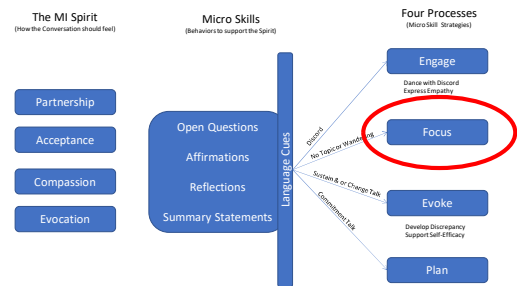


Motivational Interviewing: Focusing Process Strategies

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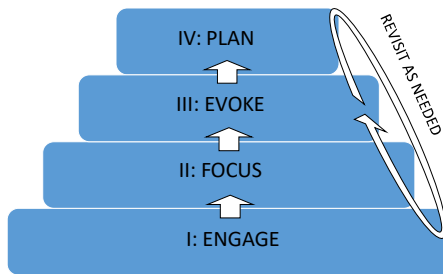
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A Diagrammed Overview of MI Strategy



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The Four Processes of MI



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Focusing

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

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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

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"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

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3 Sources of Focus

- The Client
- The Setting
- Clinical Expertise

3 Styles of Focus



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Three Focusing Scenarios

Scenario 1: (No need to spend much time - Move forward)

- "I know where we are going the focus is clear"

Scenario 2: (Agenda Mapping)

- "There are several options, and we need to choose"

Scenario 3: (Orienting and Formulating)

- "The focus is unclear, and we need to explore"



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Tools: Agenda Mapping
(A Metaconversation: Talking about Talking)

1) Structuring

2) Considering Options

3) Zooming In

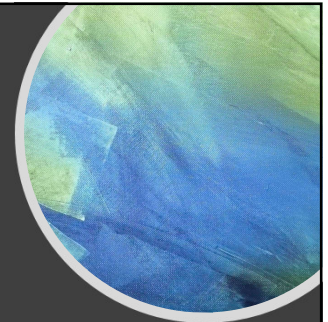


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Structuring

"I wonder if we could just step back for a few minutes here and consider what's most important to focus on. I've started making a list in my head that you have raised as concerns, and I want to check that list with you. Then we can talk about where you think we might start on the list, and I may have some ideas about that, too. Would that be okay?"

"I wonder if we could drop back and I could describe some of the roles and process of _____ as well as some of the areas where _____ tries to assist people. How does that sound?"



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Considering Options

- 1) Allow client to reflect and express their concerns: "What do you think about these options?"
- 2) Include affirmation and support as appropriate: "Being self-sufficient is a great goal, and no one is going to force you to do this, it is really up to you."
- 3) Invite client to raise completely new ideas: "What else have you thought about?"
- 4) Use hypothetical change language: "We might" or "we could"
- 5) Share information/advice with permission: "Another option is to do _____. We could consider that, or maybe that's for another time."

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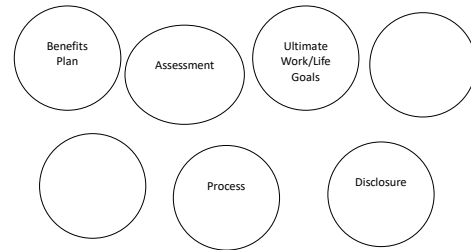
Zooming In

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

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Tools: Agenda Mapping

(visual aid)



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Orienting and Formulating

- The Eagle View:



- The Mouse View:



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

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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.*

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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."

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Assessment Results

- Assessments:
one large reflection



- MI Sandwich:
helpful for assessments
and as a structuring
technique



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