Motivational Interviewing: An Approach To Improve Parental Engagement

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Conflict of Interest

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Learning Objectives

• Explain the history and evidence of Motivational Interviewing (MI) and Health Behavior Change Counseling

• List the basic strategies of Motivational Interviewing

• Identify ways to use MI techniques in your practice and with children and families
Importance of Parental Engagement

• Early hearing loss identification + parental engagement = positive predictors in multiple aspects of a child’s life such as language development and social competence (Ingber et al., 2010)
  – Hours involved in treatment
  – Treatment attendance

• Adherence Literature
  – Patients who are adherent are 3 times as likely to receive a positive outcome than patients who are not (DiMatteo et al., 2002)
  – More impactful for children (DiMatteo et al., 2002)
  – Good attendance at hearing aid appointment = better hearing aid use (Barker et al., 2014)
What is MI?

- A directive, client-centered counseling style for eliciting behavior change by helping clients to explore and resolve ambivalence.
  
  — Rollink and Miller 1995
Where MI Began

• Alcohol Abuse
• The traditional approach was confrontation
  • Belief: Unless the patient admitted they had a problem, they would not get better
• What happened when patients were confronted?
  • They denied having a problem
• What was the response to this?
  • They have poor will power – no motivation
• Bill Miller (psychologist, 1983) – explained that when people are confronted this will increase their resistance and they will come up with reasons why the person is wrong
Motivation

• Motivation is not fixed— it goes up and down!
• Motivation is a product of the situation
  • Confronting someone makes them more stubborn
• Motivational interviewing is designed to enhance motivation to change
• Any therapeutic relationship is a partnership not expert/recipient
  – Rollnick & Miller, 1995
Research on MI

• Two MI sessions for as little as 15 min were effective in enhancing treatment attendance (Lawrence et al., 2017)

• When MI is used, all the children in the family benefit, not just the patient (Borrelli, Tooley, Scott-Sheldon, 2015)
5 Principles of MI

1. Express empathy
2. Develop discrepancy between clients’ goals or values and their current behavior
3. Avoid argument and direct confrontation
4. Adjust to client resistance rather than opposing it directly
5. Support self-efficacy and optimism
Interaction Techniques: OARS

- **Open-ended questions:** A question that cannot be answered with yes or no; opens up a larger conversation.
- **Affirmations** – Recognition of the parent’s strengths.
- **Reflective Listening** – Listen to the parent and focus on the change talk; reflect back to them what they have told you, making connections between themes.
- **Summary** – Announce that you are going to summarize, list selected elements of what the parent has told you, and ask them to make meaning of these things.
When Does Change Happen

• For change to occur, two things must be present
  • Importance
    • I know I ought to change
  • Confidence
    • I know I can change
• Together they produce readiness
Working Toward Change

• Decisional Balance
  • The balance metaphor: you are trying to help the parent weigh up the pros and cons of changing
  • It helps place weights on one side---towards change

• Developing Discrepancy
  • One aim is to help parents contrast their beliefs
    • Increasing cognitive dissonance
  • Ex: I want my child’s language to improve, but I don’t want to take them to speech therapy
  • Highlight changes as a viable way of solving this dilemma
    • Reducing cognitive dissonance
Rolling With Resistance

- Reflections
  - Simple
  - Amplified
  - Double-sided
- Shifting focus
- Reframing
- Agreement with a twist
Self-esteem & Self-efficacy

• Self-esteem – how someone feels about themselves might be increased by:
  • Emphasizing individual responsibility
  • Respect
  • Empathy

• Self-efficacy is different:
  • How confident they feel about changing the specific behavior
  • This might vary in different situations
RAW: Ready & Willing

• If RAW then help plan action
  • Emphasis on them initiating change
  • Supporting self-efficacy
  • Be cautious in use of praise
• If unsure, then examine pros/cons, and understand ambivalence
• If not ready, then respect decision
For More Information

• Contact me at icejas@med.miami.edu
• Learn more about MI
  – Motivational Interviewing in Health Care: Helping Patients Change Behavior
Save The Date

July 10 – 13 2019

The world famous Diplomat Beach Resort will be the host site for CI2019 which features Ft Lauderdale and Miami Beach. See you in South Florida in 2019.