Motivational Interviewing
Eliciting Clients’ Own Arguments for Change

Featuring
Kriss Haren
MA, MS, LPCC-S, RHC III

• Don’t miss the recent Motivational Interviewing updates and changes!
• Evidence-based strategies to elicit change talk
• Effective interventions and strategies for six stages of change
• Six key elements of effective feedback enhancing client motivation
• Eight approaches to motivation

Seminar Schedule
7:30 am Registration/Morning Coffee & Tea
8:00 am Program begins
11:50 am - 1:00 pm Lunch (on your own)
4:00 pm Program ends

Timonium, MD
Wednesday, February 22, 2017
Ellicott City, MD
Thursday, February 23, 2017
Fairfax, VA
Friday, February 24, 2017

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Learning MI
The mindset and methods
How is MI different?
Learning to listen
Recognize “change talk”
Elicit change talk

What is MI?
A conversation
Person-centered
Addresses ambivalence
Goal-oriented
Evoke intrinsic motivation
Honors autonomy
Evidence-based

Theories of Motivation
Myths
Stages of Change
Expectancy Theory
Needs Theory
Reactance Theory
Self-Perception Theory
Self-Determination Theory

What really motivates us?
Extrinsic Motivation
Intrinsic Motivation

Styles of Helping Communication
Guiding
Directing
Following

Assessing Motivation
Scaling questions

The “Spirit” of MI
Partnership/Collaboration
Evocation
Acceptance/Autonomy
Compassion

The Processes of MI
Engaging
Focusing
Evoking
Planning

How do we do it? The OARS
Open-ended questions
Affirmations
Reflections
Summaries

Change Talk
DARN-CAT
Respond to Change Talk
Elicit Change Talk

Resistance or Discord?
Seven ways to handle resistant clients

What to avoid
The Righting Reflex
Question-answer trap
Confrontation
Labeling
Premature focus
Blaming
Expert
Gordon’s roadblocks

Planning
Gain commitment
Change Plan

Mindfulness, Healing & Transformation
Jon Kabat-Zinn
1 HOUR VIDEO

HURRY! OFFER EXPIRES
JAN. 15, 2017

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5. Demonstrate techniques to reduce client resistance.

3. Utilize several simple but powerful techniques to measure and increase client motivation.

2. Discuss what motivates people to change behavior.

Effectiveness of MI has been demonstrated in a variety of settings with many different types of clients in several different countries.

Kris Haren, MA, MS, LPCS-S, RHC III, is a licensed supervising professional clinical counselor in the State of Ohio and has 30 years of experience. Kris is a proud member of the Motivational Interviewing Network of Scientists (MINT). She spent the early part of her career working extensively in the field of trauma response and treatment in outpatient and inpatient settings. Between 2005 and 2013, Kris was involved with the Screening, Brief Intervention and Referral to Treatment (SBIRT) initiative, serving as the SBIRT training manager for a five-year SAMHSA grant for medical resident training grant at Kettering Medical Center in Kettering, Ohio. During the period of the grant, Kris trained more than 3,000 medical and allied health professionals in the theoretical foundations, intervention skills, and implementation strategies of the SBIRT model in various health-related settings. She also developed a strong interest in improving patient engagement and patient health outcomes, especially for patients in underserved rural and urban settings. With that intent, Kris has provided population-specific training for health care staff working with patients who have multiple substance use disorders in rural and urban settings, uninsured inner-city patients, and fetal alcohol spectrum disorders. Her training focuses heavily on the use of Motivational Interviewing. She is also a Registered Health Coach (R HC) expert with HealthSciences Institute of St. Petersburg, Florida.

In 2013, Kris created Collaborative Communication Consulting & Training Services, LLC, in order to continue the work of improving patient engagement, patient communicator provider communication, and inter-professional communication through training and specialized consultation services. She works with clients from several states as well as in our own. Kris also serves as an adjunct faculty at the University of Dayton and Sinclair Community College. Additionally, Kris is the behavioral health specialist for the Dayton, Ohio area TRICARE Medical Assistance Management Team (DHMS). This team is part of the National Disaster Medical System under the U.S. Department of Health and Human Services. Her team is deployed to manage and natural disaster sites in order to provide medical support to those affected. In this role, Kris attends to the mental health needs of both the medical team and the survivors.

Speaker Disclosures: Financial krista Haren is the owner of Collaborative Communication Consulting and Training Services, LLC. She receives a speaking honorarium from PESI, Inc. for this professional development program. Financial: Krista Haren disclose she is the owner of Collaborative Communication Consulting and Training Services, LLC.

Objectives

1. Recognize and express the “Spirit” of MI.
2. Discuss ways that motivates people to change behavior.
3. Utilize several simple but powerful techniques to measure and increase client motivation.
4. Understand the concepts to elicit change talk.
5. Demonstrate techniques to reduce client resistance.
6. Avoid techniques that can impair progress.

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Target Audience:
- Counselors • Social Workers • Psychiatrists • Case Managers
- Addiction Counselors • Therapists
- Other Mental Health Professionals • Occupational Therapy Assistants • Nurses

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About This Course:
Motivational Interviewing: Helping People Change, 3rd edition

By Stephen Rollnick, PhD

This is the authoritative, bestselling guide that professionals and students turn to for a complete introduction to Motivational Interviewing (MI), the powerful approach to facilitating change. The book elucidates the four processes of MI – engaging, focusing, evoking, and planning – and vividly demonstrates how they work in action. A wealth of vignettes and interview excerpts illustrate the "dos and don'ts" of successful interventions in diverse contexts. Highly accessible, the book is infused with the compelling Web page that provides additional helpful resources, including reflection questions, an annotated bibliography, and case material.

The Method of Motivational Interviewing with Stephen Rollnick

By Stephen Rollnick, PhD

Stephen Rollnick, co-founder of Motivational Interviewing (MI) describes how and why MI is being increasingly used by clinicians in the treatment of mental health disorders. Learn how to observe, clarify and explore with clients your intentions about change; and how to recognize limitations of the reality of clients when helping them change. The book is infused with the powerful Web site and0026; provides readers with the addition of several new case vignettes and a wealth of new resources.

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ADDA needs: We would be happy to accommodate your ADA needs. Please call at least two weeks prior to the seminar date. Walk-ins are welcome but admission cannot be guaranteed. Call if you need to change your arrival or departure date or time. An ADA certificate will be sent within 30 days following the event. For those in partial attendance (arrived late or left early), an adjusted certificate of completion reflecting partial attendance will be sent within 30 days following the event.

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*Questions? Call customer service at 800-844-8260

 Allah bless this House of Healing. Help me recognize the Spirit of MI. Help me understand motivation and behavior change. Help me recognize the dos and don'ts of successful implementation in diverse contexts. Help me to recognize limitations of the client's reality and to help them change. Help me to observe, clarify and explore your intentions about change. Help me to observe, clarify and explore your intentions about change. Help me to observe, clarify and explore your intentions about change. Help me to observe, clarify and explore your intentions about change. Help me to observe, clarify and explore your intentions about change.