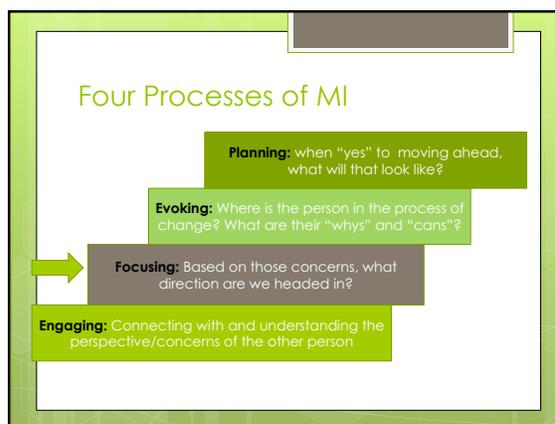


Acceptance to be accepted as I am	Achievement to have important accomplishments	Caring to take care of others	Change to have a life full of change and variety	Comfort to have a pleasant and comfortable life	Compassion to feel and act on concern for others
Contribution to make a lasting contribution in the world	Dependability to be reliable and trustworthy	Ecology to live in harmony with the environment	Excitement to have life full of thrills and stimulation	Family to have a happy, loving family	Fitness to be physically fit and strong
Friendship to have close, supportive friends	Fun to play and have fun	God's will to seek and obey the will of God	Growth to keep changing and growing	Health to be physically well and healthy	Hope to maintain a positive and optimistic outlook
Independence to be free from dependence on others	Knowledge to learn and contribute valuable knowledge	Love to be loved and give love to others	Moderation to avoid excesses and find a middle ground	Non-conformity to question authority and challenge norms	Pleasure to feel good
Purpose to have meaning and direction in my life	Responsibility to make and carry out responsible decisions	Safety to be safe and secure	Self-Acceptance to accept myself as I am	Self-knowledge to have a deep and honest understanding of myself	Wealth to have plenty of money

Focusing Activity: Creating an Agenda-Setting Form

Presented by Ken Kraybill and All Hall

Members of the Motivational Interviewing Network of Trainers (MINT)



Focusing the conversation on change

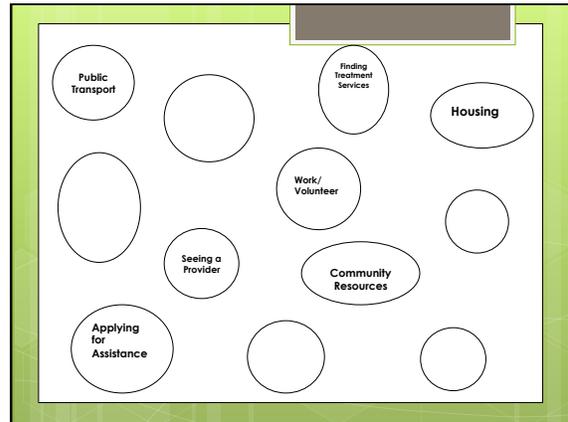
- May be a clear focus with a single topic
- May negotiate an agenda based on a menu of options
 - "These are things we typically discuss with clients who are looking to increase their access to services: x, y and z. I'm wondering which of these is something you would be interested in exploring? Or perhaps there's something else?"

More ideas for focusing the agenda

- **Sharing the agenda:** "I'm sure you have some priorities today, and I want to be sure we get to those first, so let's start there. And, before you go, I want to look at a couple of things together as well."
- **Or, for mandated concerns:** "In order for us to work together, we'll need to explore some access topics. We don't have to start there, we can get to those topics after we've talked about your needs first."
- **Clarifying the focus may be the first goal in subsequent conversations:**
 - "I know last time we talked about x, should we explore that further today or perhaps there's something else on your mind today that's more pressing?"
 - **Or...for a short next session:**
 - "What I thought we could do today is explore quickly what, if any, changes you might like to make around accessing services. I'd like to hear what makes this important to you and what your goals are for it."

Motivation Interviewing with Survivors of Intimate Partner Violence

<https://www.youtube.com/watch?v=P3JUXQ4kkHs>

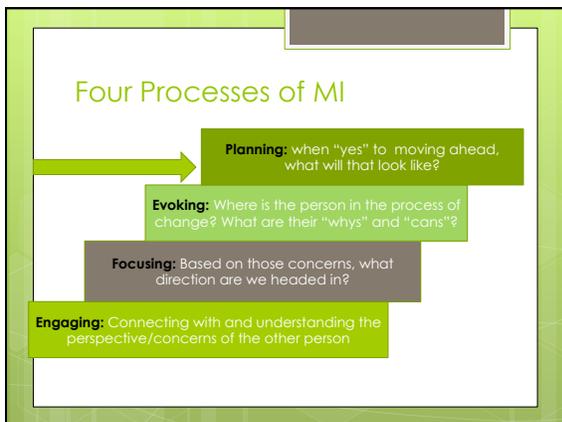


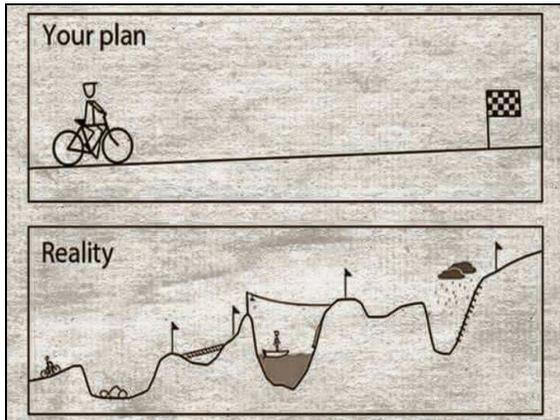
Focusing Exercise

- How to arrive at a focus when it is not clear from the outset
- Find a partner, 10 minutes per conversation
- Taking turns, as listener and changer
- Listener: Using person-centered skills, work with your changer to develop and prioritize his or her agenda-setting form related to accessing services
- Changer: Work with listener as a client might with a helper
- Focus on change goals, not evoking or planning...and definitely no advising or fixing
- Notice when you have together found a clear, shared agreed direction for change
- Exchange roles when requested

Planning Activities

Ken Kraybill and Ali Hall
Members of the Motivational Interviewing Network of Trainers (MINT)





Objectives

1. Identify at least three effective **change planning strategies**
2. Identify at least three **common barriers to successful change**
3. Identify at least three **strategies to explore with clients for overcoming change barriers**

The Solutions Chair...

The Planning Process

In MI, the planning process is to be **with** someone while he or she forms a change plan that will work

All change is **self change**, to which practitioners are sometimes privileged witnesses and facilitators

People change most effectively when they experience **purpose, competence and connectedness**

The planning process can be transcendent or tangible

"Tell me, what is it you plan to do with your one wild and precious life?"
-- Mary Oliver

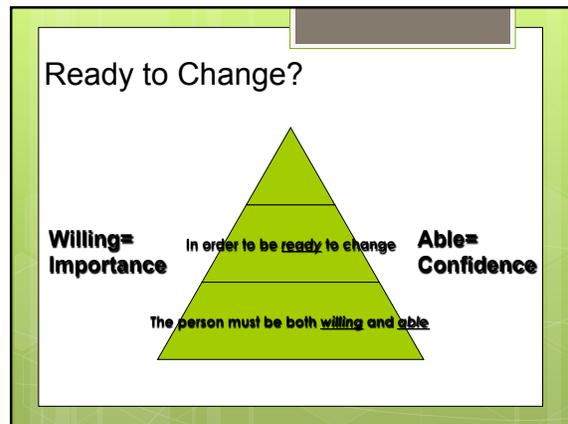
"Like a heliotrope reaching toward the sun..."
-- Bill Miller

"The most successful people are those who are good at plan B."
-- James Yorke



**IF YOU'RE
WAITING
FOR A SIGN
THIS
IS IT.**

- Signs of the Other's Readiness to Transition from Evoking to Planning:**
- Increasing talk about change
 - Taking preliminary steps
 - Decreasing defense of the familiar
 - Resolving
 - Envisioning
 - Asking questions about change



Behavior Change

Important Why?	<ul style="list-style-type: none"> • Is it worth it? What's the significance for me? • Why should I? What values are at stake for me? • How will I benefit? • Will this cost me? • Do I really want to? • What difference will it make?
Confidence Can I?	<ul style="list-style-type: none"> • Can I? Too difficult? • How could I go about it? • How would I cope with this? • Will I succeed? Barriers too big? • Can these changes fit in my life? • Can my family help me with this?
Readiness When and How?	<ul style="list-style-type: none"> • Do I have competing priorities? Where does this fit for me? • When is the right time? • What else will change? • Is my family ready for this? • Should I do it now? How can I prepare to get started?

- Three Effective Change Planning Strategies**
1. Find the **why**
 2. Find the **can**
 3. Negotiate the **how**

Elements of An Effective Change Plan:

- The change I **want** to make...
- The reasons **why**...
- My **skills and abilities** for this change...
- The **steps** I plan to take...
- The ways **others** can help me...
- **When** I will start
- How I will **prepare** for the start...
- I will know my plan is **working for me** if...
- **Challenges** that might interfere...
- What I will do if the plan **isn't working for me**...

What are some planning process potholes?



"Take my advice; I'm not using it."



Relying Solely on Willpower



"I'm prescribing a diet patch to repair the leak in your willpower."

**Procrastination, or...
"I'll get around to it"**



Three Common Barriers to Change

1. **Telling others what to do** or how to do it, rather than working together on a plan and its follow through
2. Relying **solely on willpower**
3. **Waiting** unnecessarily to get started (or re-started), especially for the "perfect time"

Three Strategies for Overcoming Barriers to Change

1. **Find a good fit**
2. **Create new habits**
3. **Find a starting (or starting over) place**

A Planning Activity

- Find a partner—of your choosing
- One person is the changer
- One person is the practitioner—who will help the changer form a change plan
- Topic: "One thing I would like to change"
- If time, exchange roles

Objectives--Review

1. Identify at least three effective **change planning strategies**
2. Identify at least three **common barriers to successful change**
3. Identify at least three **strategies to explore with clients for overcoming change barriers**

Resources:

- The Willpower Instinct: How Self-Control Works, Why It Matters, and What You Can Do To Get More of It, Kelly McGonigal (Avery, 2012)
- 168 Hours: You Have More Time Than You Think, Laura Vanderkam (Penguin, 2011)
- The Thief of Time: Philosophical Essays on Procrastination, Andreou and White (Oxford, 2012)
- The Power of Habit: Why We Do What We Do in Life and Business, Charles Duhigg (Random House, 2012)
- Decisive: How to Make Better Choices in Life and Work, Chip and Dan Heath (Crown, 2013)
- Succeed: How We Can Reach Our Goals, Heidi Grant Halvorson (Hudson 2011)
- Why People Fail: The 14 Obstacles to Success and How You Can Overcome Them, Simon Reynolds (John Wiley 2011)
- "Prospective Memory in Workplace and Everyday Situations," RK Dismukes, *Current Directions in Psychological Sciences*, August 2012 21:215-220
- "Implementation Intentions and Effective Goal Pursuit," P Gollwitzer, *Journal of Personality and Social Psychology*, 1997, 73:1, 186-199
- "Motivational Interviewing in the Treatment of Problem and Pathological Gambling," Hodgins and Diskin in Motivational Interviewing in the Treatment of Psychological Problems(Guilford, 2008) 225-248

For additional information

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