



May 6, 2022 Jennifer Salerno, DNP, CPNP, FAANP





### **OBJECTIVES**



Examine Motivational interviewing (MI) strategies



Identify opportunities
to integrate
Motivational
interviewing (MI)
strategies into patient
interactions



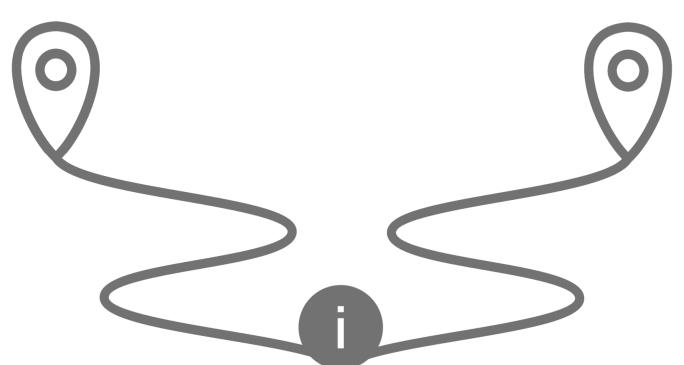
Identify and employ tools and strategies for communication around positive care transition



# **Effective Communication Strategies**

Telling youth what to do = resistance

Talk <u>with</u> not <u>at</u> youth – let them lead the discussion



Information alone is not enough to change behaviors





# Variability

HOW we ask a question...

You are working on your goals, right?

HOW we look when we're asking...







# **MOTIVATIONAL INTERVIEWING?**



My Experience with Motivational Interviewing (MI) is:



# Why MI for Youth & Young Adults?

Desire for control

 Allows youth to drive the process





### WHERE DO I START?

# Motivational Interviewing





## Spirit

Empathy

Ask Permission



# **Strategies**

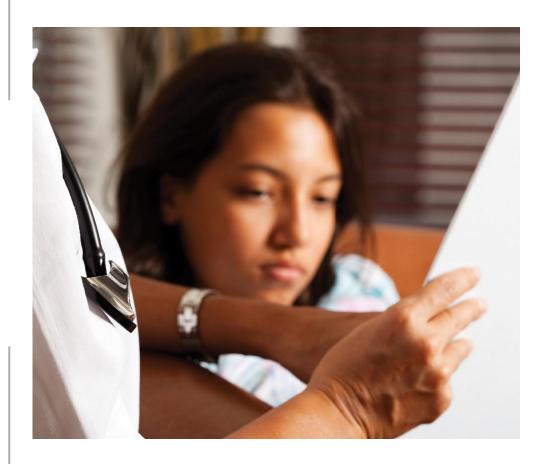
Open ended Questions

Affirmations

Reflections



# **SPIRIT**



# **Empathize**

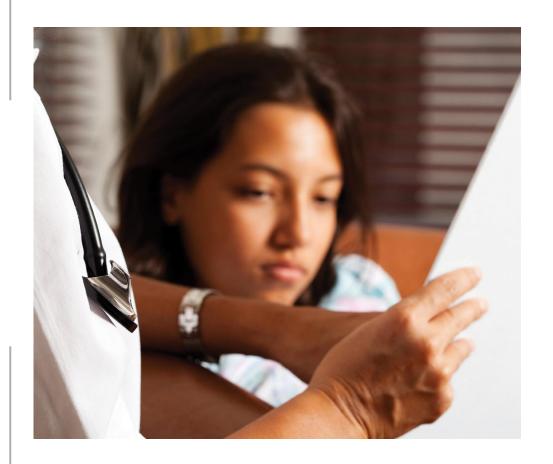
"It can feel overwhelming trying to manage your sickle cell disease."

"Advocating for what you need in the emergency room is tough."





# **SPIRIT**



#### **Ask Permission**

"I would like to talk with you about XX."

"Can I share some other ideas for ...?"







# SPIRIT: TALKING WITH, NOT AT

#### Real talks DON'T sound like talking at:

#### Real talks DO sound like talking with:

"Did you tell your coach that you may need breaks during high intensity exercise at practice?"

"I know it can feel uncomfortable talking about your needs, but an open an honest conversation with your coach can help you perform to the best of your ability on the team."

"You're not just trying to get drugs right?"

"I can tell you're in pain, how I can support you?"

that you have sickle cell."

"You need to tell Chloe's mom | "I want to make sure you have a great time at the sleep over. How can we strategize for success?"

"You didn't ask your teacher for an extension?"

"It is normal to feel overwhelmed. Let's plan a way for you to talk to your teacher about what you need to get your work done on time."



# MI INTERVIEWING STRATEGIES



Open-ended Questions

**A**ffirmations

Reflections





# OPEN-ENDED QUESTIONS WHO, WHAT, WHEN, WHERE, HOW, WHY?



#### **Fully Open-Ended Questions**

- ✓ What do you think about...
- ✓ Tell me about...
- ✓ How do you decide when to...
- ✓ Help me understand...

#### **Key Questions**

- ✓ Given what you told me, what do you think you will do next?
- ✓ Where would you like to go from here?
- ✓ What if you tried...
- ✓ What would it take...



Answer the following question with a partner:

1. How was your day?

2. Tell me about your day?

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#### **Key Questions**

- ✓ Given what you told me, what do you think you will do next?
- ✓ Where would you like to go from here?
- ✓ What if you tried...
- ✓ What would it take...



How would you ask the following question as open ended:

Are you managing your symptoms OK?

### **AFFIRMATIONS**

✓ Foster self-esteem and self-worth



✓ Youth live up or down to our expectations!



✓ Empower youth and families



### **AFFIRMATIONS FOR CHANGE!**

To encourage and support the youth during the change process

Not "I" Statements - "You" Statements



- → You have...
  - $\rightarrow$  You are...
    - → You feel...
      - → You believe...



# Create an Affirmation:

You have...

You are...

You feel...

You believe...

I have talked to him but my math teacher won't understand if I miss a test.

## REFLECTIVE LISTENING: OVERVIEW

# Reflecting involves:



Active listening



Stating back what you heard, rather than asking questions



Adding an emphasis, additional meaning, or continuation of thought



# YOUR PATIENT PRESENTS WITH SEVERE PAIN IN THEIR LEGS. THEY DID NOT GET PAIN RELIEF FROM A HEATING PAD, FLUID INTAKE, OR IBUPROFEN, ALL OF WHICH WERE TRIED AT HOME.



Repeat – repeating an element of what the youth said.



"You are in pain and athome treatment didn't help relieve it.

Rephrase – staying close to what was said with some rephrasing and synonyms



"You need support beyond what you can handle on your own."



# YOUR PATIENT PRESENTS WITH SEVERE PAIN IN THEIR LEGS. THEY DID NOT GET PAIN RELIEF FROM A HEATING PAD, FLUID INTAKE, OR IBUPROFEN, ALL OF WHICH WERE TRIED AT HOME.



Paraphrase – Inferring or guessing at the meaning of what was said and reflecting this back



"You would like to get your pain under control."

Reflect feeling – Emphasizing the emotional dimension through feeling statements and metaphors



"It's scary not to be able to manage your pain on your own."



"I know I should tell my professor that my symptoms can be unpredictable and I might need an extension on future assignments."



# Don't get caught in the "BUT.."



"I should advocate for what I need but I'm worried they won't believe me."



# **Next Steps**











# THANK YOU!



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