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1. Motivating patients

2. Motivating practitioners

Motivating patients

1. What works

2. Styles & motivational interviewing

3. Helpful strategies

1. What works

For you (imagine you are a patient)

1. What will really help you?
2. What would be unhelpful?

The evidence

About advice-giving

About motivational interviewing

Motivating patients

1. What works

2. Styles & motivational interviewing

3. Helpful strategies

2. Styles & motivational interviewing

3 styles of communication

Direct

Manage
Prescribe
Lead

Guide

Shepherd
Encourage
Motivate

Follow

Permit
Let be
Allow

Rollnick, Miller & Butler. *Motivational Interviewing in Healthcare: Helping Patients Change Behavior*. New York: Guilford. 2007.

2. Styles & motivational interviewing

3 styles of communication

- Styles = broad attitudes to helping
- Skilfulness is flexible matching
- Guiding is good for talking about change

2. Styles & motivational interviewing

Motivational interviewing

A refined form of guiding

...talking about a specific goal

...careful attention to client speech

...specific skills (e.g. listening)

Motivating patients

1. What works

2. Styles & motivational interviewing

3. Helpful strategies

3. Helpful strategies

Agenda setting

Information exchange

Elicit-Provide-Elicit

Importance & confidence

1. Motivating patients

2. Motivating practitioners

Motivating practitioners

1. What works

2. The message

3. The learning medium

4. Training suggestions

1. What works

For you?

Evidence

Motivating practitioners

1. What works

2. The message

3. The learning medium

4. Training suggestions

2. The message

Brief advice helps

Style matters: guiding = better outcomes

Relevant to any behaviour

A few strategies to make life easier

Motivating practitioners

1. What works

2. The message

3. The learning medium

4. Training suggestions

3. The learning medium

Support in practice

On-line learning programmes

Workshops

Motivating practitioners

1. What works

2. The message

3. The medium

4. Training suggestions

4. Training suggestions

Some examples

Conclusions