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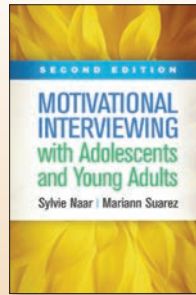
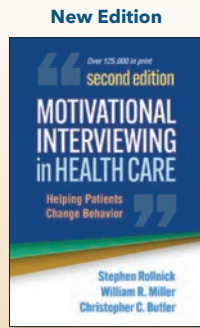
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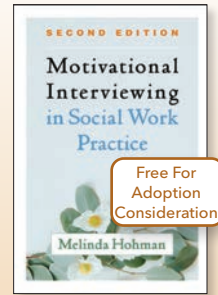
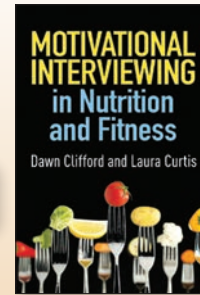
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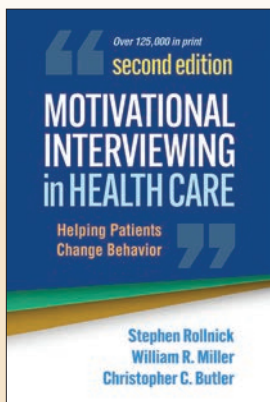
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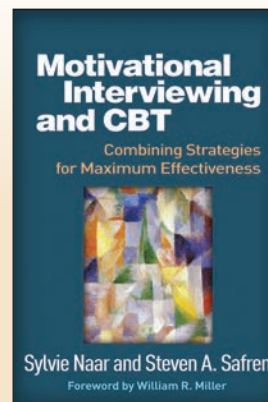
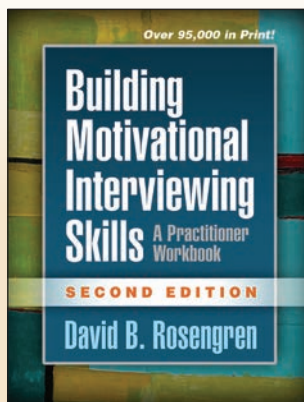
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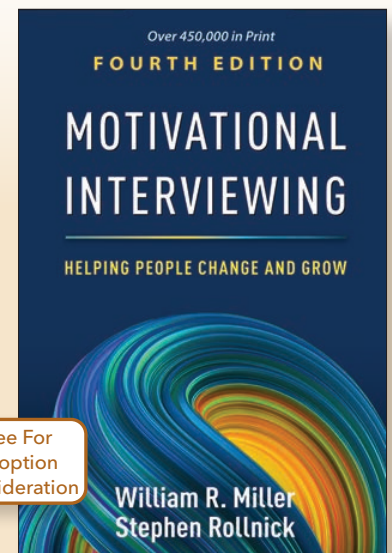
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APPLICATIONS OF MOTIVATIONAL INTERVIEWING SERIES

EDITED BY
Stephen Rollnick, William R. Miller, & Theresa B. Moyers

Dear Reader,

Across five decades, I've had the privilege—together with Steve Rollnick—of developing, teaching, learning, and practicing motivational interviewing (MI). Our Applications of Motivational Interviewing series focuses on using MI to bring the best out of people working toward change and growth in a variety of contexts.

I'm particularly pleased to introduce *Motivational Interviewing, Fourth Edition*. This new edition of the authoritative MI text is not just revised and updated—it is almost completely rewritten. Steve Rollnick and I have incorporated a wealth of new research, practical strategies and examples, while streamlining the volume to make it more accessible. We present fundamental guidelines for practicing MI, not only in counseling and psychotherapy, but also in health care, education, coaching, management, and other contexts.

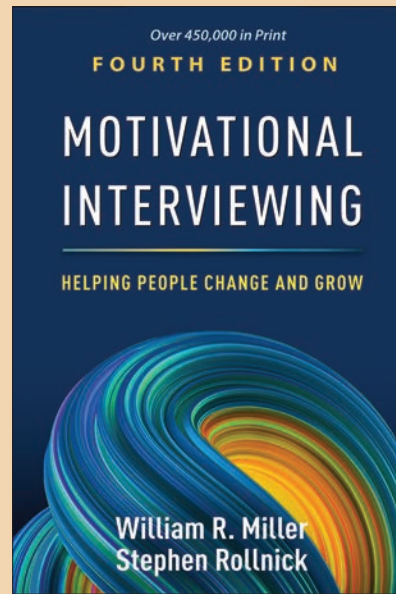
We are also pleased to present the significantly revised *Motivational Interviewing in Health Care, Second Edition*. Steve Rollnick, Chris Butler, and I provide tools and perspectives to help health care practitioners transform conversations with patients about changes pertaining to medication adherence, smoking, healthy eating, disease management, and other key concerns.

For therapists interested in integrating MI with cognitive-behavioral therapy, *Motivational Interviewing and CBT*, by Sylvie Naar and Steven A. Safren, is now available in paperback.

There's much more inside this catalog. I hope that you enjoy browsing it, and that you find titles that help you improve your communication and collaboration with clients.

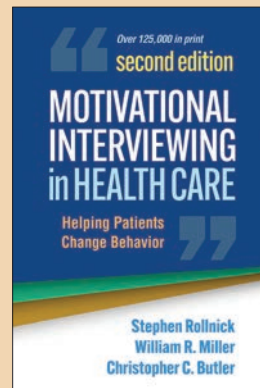
Sincerely,

WILLIAM R. MILLER
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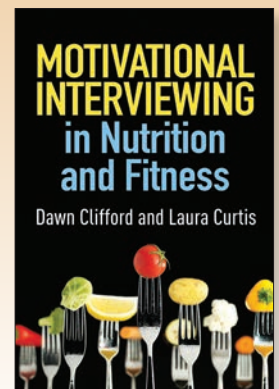
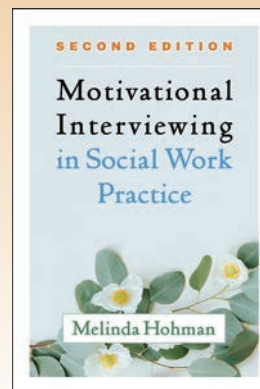
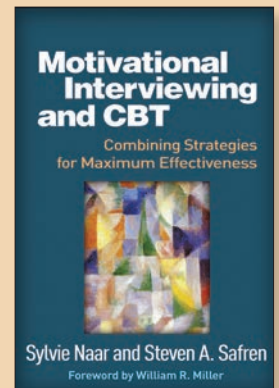


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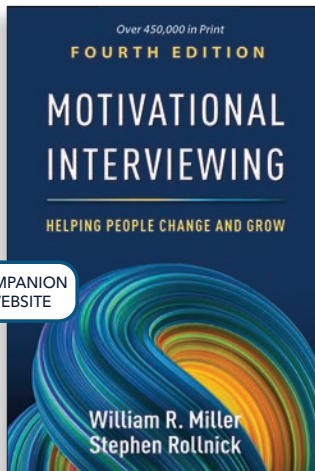
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ABOUT THE AUTHORS



William R. Miller, PhD, is Emeritus Distinguished Professor of Psychology and Psychiatry at the University of New Mexico. He introduced MI in a 1983 article and in the first edition of *Motivational Interviewing* (1991), coauthored with Stephen Rollnick. Dr. Miller is a recipient of two career achievement awards from the American Psychological Association, among many other honors.

Stephen Rollnick, PhD, is Honorary Distinguished Professor in the School of Medicine at Cardiff University, Wales, United Kingdom. He is a cofounder of MI, with a career in clinical psychology and academia that focused on how to improve conversations about change, and helped to create the Motivational Interviewing Network of Trainers (<http://motivationalinterviewing.org>).

Now in a fully rewritten fourth edition, this is the authoritative presentation of MI, the powerful approach to facilitating change. It has been updated and streamlined to be even more user-friendly as a practitioner guide and course text. MI originators William R. Miller and Stephen Rollnick elucidate the four tasks of MI—engaging, focusing, evoking, and planning—and vividly demonstrate what they look like in action. A wealth of vignettes and interview examples illustrate the dos and don'ts of successful implementation in diverse contexts. The book reviews the evidence base for the approach and covers ways to assess the quality of MI. **The companion website provides reflection questions, annotated case material, and additional helpful resources.**

NEW TO THIS EDITION: ✓ Most of the book is entirely new. ✓ Addresses the breadth of MI applications not only in counseling and psychotherapy, but also in health care, education, coaching, management, and other contexts. ✓ Discusses delivering MI remotely, simple versus complex affirmations, strategic use of directional questions, ethical considerations, and other new or expanded topics. ✓ Increased emphasis on using MI throughout a client's process of change and growth, not just in the preparatory stage.

CRITICAL ACCLAIM

"Miller and Rollnick masterfully guide us through the story of how MI has developed over four decades and bring its sophisticated simplicity to life in a way that stimulates the mind, touches the heart, and invites best practice. This text will remain the favorite companion for all professional helpers who want to weave MI into what they do. The fourth edition has an increased emphasis on growth, in addition to change, underscoring the importance of supporting persistence and maintenance of change. This book is very useful for any graduate-level curricula that focus on behavior change and/or psychotherapy skills."
—Steve Martino, PhD

"Miller and Rollnick continue to advance the method and message of MI in this sparkling fourth edition. The authors build on another decade of central involvement in the rapidly expanding MI research and practice community. Beyond simply updating the research, the authors have set out to succinctly explain the essence of MI and encourage innovative adaptations. This eagerly awaited volume will accompany practitioners—from many fields and at multiple professional levels—in their journeys toward greater success and satisfaction."
—Richard P. Barth, PhD, MSW

"The fourth edition of *Motivational Interviewing* is an incredibly helpful resource for those in the helping professions and those training graduate students in health care, education, or psychology. It contains much of value for novice and advanced MI users. Transcripts of flowing conversations highlight the innovative ways that MI supports people to change and grow."
—Wendy M. Reinke, PhD

"The fourth edition of this go-to text is like a home-cooked meal served up with all your favorites, but with a healthy dose of new concepts, skills, and upgraded terminology. Miller and Rollnick bring their trademark rigor and humility to this compelling refresh of the MI 'bible.' Replete with poignant clinical examples, the book strikes a perfect balance of the conceptual and practical. The new 'Personal Perspective' and 'For Therapists' features woven into each chapter work exceedingly well. The fourth edition is yet again a 'must read' for practitioners and a superb text for any MI-related course—I will use it in mine."
—Kenneth Resnicow, PhD

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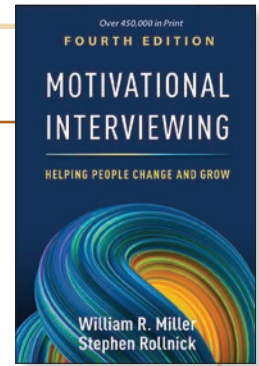
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PEDAGOGICAL FEATURES

- ✓ New or updated online materials, including reflection questions and annotated cases.
- ✓ Key points at the end of each chapter.
- ✓ "Personal Perspective" and "For Therapists" boxes in every chapter.
- ✓ Extended bibliography and quick-reference glossary.
- ✓ New self-assessment tool that targets the component skills of MI.



Includes Many Practical Features Throughout

Planting Seeds 221

behavior. So can motivation for change. So when you begin to make stable, internal attributions of what a client is doing, step back and consider how you may be contributing to it.

Offering Your Own Expertise

So far, we have discussed *developing ambivalence* by exploring what your client already knows or what significant others think.⁹ As a trusted helper, you can also offer your own expertise—what you see and what you know about it. You can also express your own concern as an opinion. Sometimes empathic advice from a credible source is enough to trigger change.¹⁰ Here's an example.

FRIEND 1: I notice that your feet are really swollen.

FRIEND 2: Yeah, that's why I'm wearing sandals. *Open question*

FRIEND 1: What do you think is going on?

FRIEND 2: It's been really hot outside and I've been in the sun. *Reflection*

FRIEND 1: Maybe it's just the heat or some sunburn.

FRIEND 2: It doesn't hurt. I'm fine.

FRIEND 1: Well, I'm concerned for you. Is it OK if I tell you why? *Asking permission*

FRIEND 2: OK, but I'm fine really.

FRIEND 1: I'm not a doctor of anything, but I do think you should have that looked at. This isn't the first time I've seen your feet swell up like that, and it might be something more serious. I've seen swelling like that when people have heart problems. It's up to you, of course [emphasizing autonomy], but I hope you'll get it checked. I care about you. *Empathic advice from a credible source can trigger change*

Gathering Information and Giving Feedback

Yet another way to develop ambivalence when people seem to be unamenable is to gather more information. Here your goal is to foster the person's openness to finding out more without making a commitment. Using

324 Glossary of MI Concepts

Amplified reflection—a response in which the interviewer reflects back the person's content with greater intensity than the person had expressed; one form of response to *sustain talk* or *discord*.

Analogy—a form of *reflection* that offers a metaphor or simile.

Apology—a way of responding to *discord* by taking partial responsibility.

Ask-offer-ask (AOA)—an information exchange process that begins and ends with exploring the person's own experience to frame whatever information is being provided.

Autonomy support—an interviewer response that acknowledges and honors the person's freedom of choice and self-determination.

Beginner's mind—entering an interaction with curiosity and openness, knowing that you don't know.

Bubble sheet—a paper sheet with circles containing a variety of options such as possible topics for conversation.

CATs—an acronym for three subtypes of *mobilizing change talk*: *commitment, activation, and taking steps*.

Change talk—any speech that favors movement toward a particular change goal.

Client-treatment matching—the attempt to discover which kinds of clients benefit differentially from certain types of treatment.

Closed question—a question that limits the range of answers, such as asking for *yes/no*, a short answer, or specific information.

Coming alongside—a response to persistent *sustain talk* or *discord* in which the interviewer adopts and reflects the person's perspective.

Commitment language—a form of *mobilizing change talk* that conveys intent or agreement to carry out change; common verbs include *will, do, am going to*.

Compassion—one of four central components of the underlying *spirit of MI*: benevolent intention toward the person's well-being.

Complex affirmation—an appreciative statement that highlights or infers enduring positive attribute.

Complex reflection—an interviewer *reflection* that adds additional or different meaning beyond what the person has already said; a guess as to what the person may have meant.

The Mind and Heart When Helping 7

BOX 1.1. Some Verbs Associated with Each Communication Style

Directing style	Guiding style	Following style
Administer	Accompany	Allow
Authorize	Amuse	Attend
Command	Assist	Be responsive
Conduct	Awaken	Be with
Decide	Collaborate	Comprehend
Determine	Elicit	Go along with
Govern	Encourage	Grasp
Lead	Enlighten	Have faith in
Manage	Inspire	Listen
Order	Kindle	Observe
Prescribe	Lay before	Permit
Preside	Look after	Shadow
Rule	Motivate	Stay with
Sleer	Offer	Stick to
Ruin	Point	Take in
Take charge	Show	Take interest in
Take command	Support	Understand
Tell	Take along	Value

persuade, fix, or correct someone, you have already lost the person-centered path. Human beings are fine-tuned to sense clever manipulation, even if unconsciously. It matters how you think about your role as a helper and how you understand the process of helping. We refer to this attitude toward helping as the guiding *spirit of MI*, without which the technical skills are hollow. There are four interlocking elements of that underlying spirit: partnership, acceptance, compassion, and empowerment.⁷

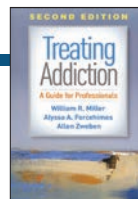
If you begin with an intention to correct someone, you have lost the path.

Partnership

As a helper, it's easy to fall into an expert stance that has you in essence talking down to the person from a position of superiority. Some professional contexts amplify this imbalance with diplomas on the wall, a barrier desk or window, or a white coat. Professional expertise is often part of what people seek from helpers; yet in any helping relationship you are not the only one with expertise. People are experts on *themselves*. If the topic

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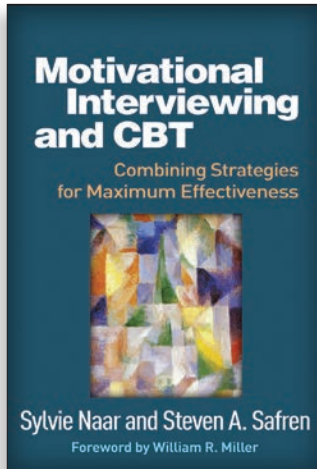
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“An excellent resource. Rightly noting that CBT is hard work, the authors provide concrete strategies to capitalize on clients’ own reasons for changing, while also avoiding the power struggles that can arise. As a clinical supervisor, I will recommend this book to my trainees as essential reading.”

—Shannon Sauer-Zavala, PhD

“This clear, concise, practical guide arms the clinician with the background required to intelligently integrate MI principles into a CBT formulation and apply MI techniques alongside CBT techniques in treatment. The authors have significant expertise, which they share in a highly readable, usable format....A ‘must have.’”

—Christine Purdon, PhD, CPsych

Providing tools to enhance treatment of any clinical problem, this book shows how integrating MI and CBT can lead to better client outcomes than using either approach on its own. The authors demonstrate that MI strategies are ideally suited to boost client motivation and strengthen the therapeutic relationship, whether used as a pretreatment intervention or throughout the course of CBT. User-friendly features include extensive sample dialogues, learning exercises for practitioners, and 35 reproducible client handouts. Purchasers get access to a Web page where they can download and print the reproducible materials in a convenient 8½" x 11" size.

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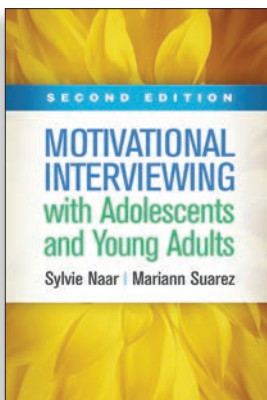
ABOUT THE AUTHORS



Sylvie Naar, PhD, is Distinguished Endowed Professor in the Department of Behavioral Sciences and Social Medicine at the Florida State University College of Medicine.



Steven A. Safren, PhD, ABPP, is Professor of Psychology at the University of Miami.



Motivational Interviewing with Adolescents and Young Adults

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Sylvie Naar, PhD, Florida State University

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“As someone who regularly teaches courses on counseling adolescents, I have found the ideas in this book absolutely critical in becoming a more effective therapist. I highly recommend this improved second edition, which should be required reading for both graduate students entering the field and veteran clinicians treating adolescents with any variety of problems.”

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The authors show how to use MI to have productive conversations about behavior change with adolescents and young adults in any clinical context. Noted for its clarity, the book includes extended case examples, sample dialogues, quick-reference tables, and “dos and don’ts.” It provides vital tools for helping young people open up about their struggles, explore alternatives, and make healthier choices.

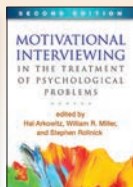
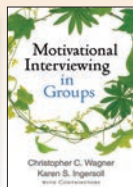
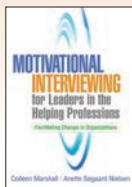
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- ✓ Incorporates lessons learned from the authors' ongoing clinical practice and practitioner training workshops.
- ✓ Chapters on advice-giving, brief consultations, merging MI with assessment, MI in groups, and making telehealth consultations more effective.
- ✓ Additional practical features—extended case examples, “Try This” activities, and boxed reflections from practitioners in a range of contexts.

CRITICAL ACCLAIM

“An essential handbook for any practitioner who strives to have a positive impact on people’s health and well-being. Written with the busy clinician in mind, this second edition guides you through the spirit and skills in a way that makes MI feel accessible and easy to implement in high-pressure environments. I will keep this book by my side in every meeting with clients. I cannot think of a single area in health care where this book would not be needed.”

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“Health care has been stuck in the ‘righting reflex,’ trying to fix patients by projecting science onto them. But to truly shift towards healthy outcomes, patients want our hearts and our ears before our science. This book guides us toward a process of care that is more effective for those we serve and more rewarding for ourselves. The second edition thoroughly updates this classic resource for delivering value-based care.”

—David Rakel, MD

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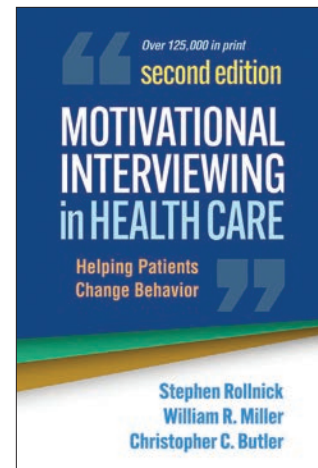
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Stephen Rollnick, PhD, is Honorary Distinguished Professor in the School of Medicine at Cardiff University, Wales, United Kingdom. He is a cofounder of MI, with a career in clinical psychology and academia that focused on how to improve conversations about change, and helped to create the Motivational Interviewing Network of Trainers.



William R. Miller, PhD, is Emeritus Distinguished Professor of Psychology and Psychiatry at the University of New Mexico. Fundamentally interested in the psychology of change, he is a cofounder of MI and has focused particularly on developing and testing more effective treatments for people with alcohol and drug problems.



Christopher C. Butler, MD, is Professor of Primary Care at the Nuffield Department of Primary Care Health Sciences, University of Oxford, United Kingdom, and Professorial Fellow at Trinity College. He is Clinical Director of the University of Oxford Primary Care Clinical Trials Unit, and chairs the Longitude Prize Advisory Panel.

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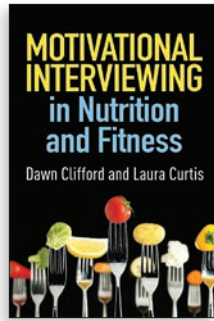
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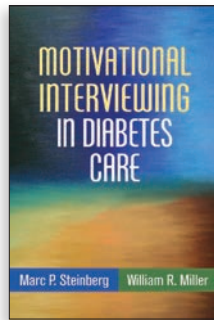
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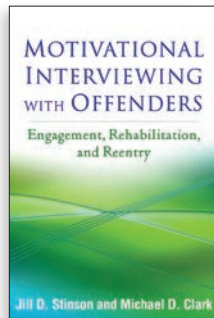
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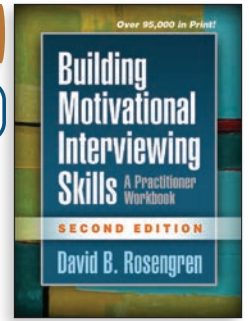
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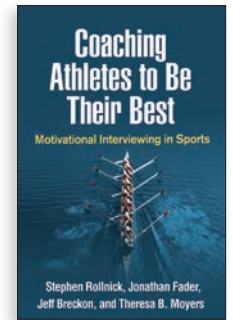
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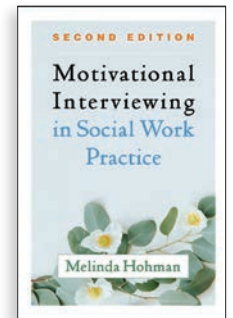
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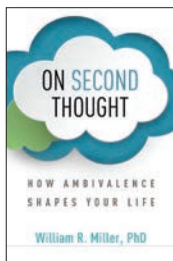
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