

# Motivational Interviewing to Facilitate Behavior Change

## MI Skills and Strategies in HealthCare

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The application of Motivational Interviewing (MI) in health care is proven effective in facilitating behavior change. MI provides a collaborative conversation that strengthen one's own motivation and commitment to change. Rather than compel change with information and advice, the MI approach taps into a person's readiness for change with acceptance and empathy.

When we tell more than ask, it makes others avoid the conversation. When we listen and facilitate the conversation, others are more likely to participate in change.

Collaborative physician, nurse and patient relationships offer more opportunity for lasting change. Motivational Interviewing provides the techniques and style to foster healthy relationships to maximize the potential for improved adherence to treatment plans and healthy behaviors.

Taught in two full days, participants will learn about the studies that provide evidence of the effectiveness of MI to engage others and be introduced to the basic components to begin applying some techniques immediately to develop this collaborative communication style.

## Instructor's Bio

### *Katherine Galasso, MS, CIF, CMT*

Katherine is a communication specialist with 20 years' experience in providing organizational development, leadership training, communication skills training and change management. As a member of the Motivational Interviewing Network of Training (MINT), she works with health care professionals in applying a member centered style to facilitate patient's own motivation for change.

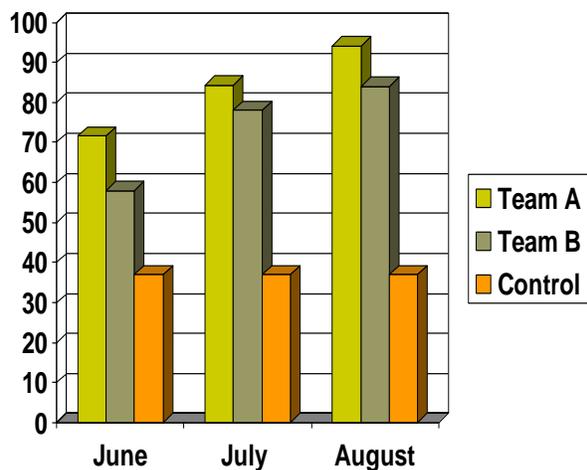
Katherine earned a MS in Management at Emmanuel College and a BS in Speech with a concentration in Business Organization from Emerson College. She is also certified as an Instructor/Facilitator and Master Trainer.

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## MI Skills and Strategies in HealthCare

The application of Motivational Interviewing (MI) in health care is proven effective in facilitating behavior change. The growing interest in Motivational Interviewing is a result of exhaustive research.

In 2010, I conducted a study to measure the effectiveness of using MI to engage patients in care management programs and here are the results. With a 20% increase in the use of Motivational Interviewing, the reached engagement rates increased by 20%.



**Study group increased MI proficiency by 20% and the reached engagement rate increased by 20% for the study groups.**

A similar study was done by another leading firm in the mid-west with a result of 40% increase in the use of Motivational Interviewing and 40% increase in reached engagement rates.

Motivational Interviewing is being used to:

- Improve patient adherence to their treatment plans
- Improve lifestyle changes in diet and exercise by nutritionists and personal fitness instructors
- Improve adherence to treatment plans to address substance abuse and addictions
- Improve leaders ability to lead staff through changes in major business models
- Increase sales
- Improve relationships between inmates and guards
- Improve relationships between students, teachers and parents
- Increase the effectiveness of promotional and advertising campaigns

As a member of the *International Motivational Interviewing Network of Trainers* (MINT), I am among the 1,400 trainers worldwide who continue to study and apply MI to help health care professionals in their work.

Your team will gain the clarity, competence, and confidence to meet the needs of a competitive marketplace and earn the results you need for your business success.