

## Applying Motivational Interviewing with Clients Less Ready to Change: Tips and Strategies

Motivational interviewing (MI), as a counseling style, has been shown to be effective with a wide variety of problem behaviors such as substance abuse, adopting healthy behaviors (eating, exercise), treatment adherence and compliance, and other psychological problems. Because of this MI is increasing in popularity. Many practitioners from diverse backgrounds are integrating MI into their clinical repertoire.

This webinar will build on the "Fundamentals of Motivational Interviewing" by introducing participants to the specific application of MI to clinical challenges encountered when clients are less ready to change. After a brief review of the foundational concepts, principles and processes of MI, participants will be introduced to MI consistent strategies to address these common clinical challenges. Each challenge will be briefly discussed followed by proposed MI consistent strategies. The webinar will conclude with a brief overview of the evidence base for MI. Participants are encouraged to have completed the Fundamentals of Motivational Interviewing webinar prior to this one.

**Target Audience**  
Psychologists      Social Workers      Counselors  
Therapists      Psychiatrists      Nurses

Course level: Intermediate

### Learning Objectives

At the end of this seminar, participants will be able to:

1. Describe the philosophy or spirit of Motivational Interviewing.
2. Explain the MI perspective of clients less ready to change.
3. Identify different clinical challenges associated with clients being less ready to change.
4. Identify MI consistent and inconsistent strategies to address different clinical challenges.
5. Explain the current research supporting the efficacy of Motivational Interviewing with various behavioral problems.

### Seminar Schedule

Typically begins at 10:00 AM and ends at 12 PM Eastern time. However, check the webinar schedule.

### Outline

Begin 10 AM ET Brief Review of MI

MI Philosophy

Principles

Processes

Stages of Readiness to Change

10:30 Clinical Challenges and Strategies

Challenge: No-Shows

MI-consistent referrals

Planning

11:00 Break (5 min)

Challenge: Non-adherence

Evocative questions

Scaling questions

Looking forward

Revising the change plan & discussing options

Challenge: Clients in the legal system

Emphasizing autonomy

Initiating discord

11:45 Evidence base for MI

End 12 PM ET

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### Continuing Education Credit

To earn CE's, you must attend the entire webinar. No partial credit is available. For both the webinar and the home study version, you will have to pass a post-test with 80% correct and complete a seminar evaluation to earn the certificate. You can take the test up to three times. Participants will earn 2 CE's for attending once they have completed these requirements.

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## The Presenter

Michael Madson earned his PhD in counseling psychology from Marquette University in 2005. He is a Professor in the Psychology Department at the University of Southern Mississippi and a Licensed Psychologist in Mississippi. Dr. Madson directed the Brief Alcohol Screening and Intervention for College Students at USM and teaches graduate classes in counseling and psychotherapy and substance abuse treatment. As a member of the Motivational Interviewing Network of Trainers and co-author of the book Fundamentals of Motivational Interviewing: Tips and Strategies to Address Common Clinical Challenges he is the Director of Faculty Development and Training Fidelity for the project Screening and Brief Intervention and Referral to Treatment Training for Medical Students and Residents in Mississippi funded by the Substance Abuse and Mental Health Services Administration. He was also the Motivational Interviewing Director for Hub City Steps, an MI enhanced lifestyle intervention aimed at reducing hypertension among African American individuals funded by the National Institute for Minority Health and Health Disparities. He has provided clinical services at the Milwaukee VA, the Medical College of Wisconsin in the Department of Plastic & Reconstructive Surgery and the Transplant Department, and at Rogers Memorial Hospital in the OCD unit.

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This seminar has been reviewed and approved by Keith Hannan, Ph.D., Phil Rich, LICSW, Daphne Fatter, Ph.D., and Loreen Yearick, MSN, RN. This approval expires on March 1, 2025.

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