

Motivational Interviewing Guide

Having collaborative conversations with patients

Motivational interviewing is a collaborative, goal-oriented engagement strategy that enables HCPs to explore patients' aspirations for change and goal setting. It employs empathy and active listening to build trust and rapport between patients and HCPs, and aims to enhance a patient's self-efficacy and personal control for behavioural change.

The motivational interviewing approach is designed to identify and resolve a patient's ambivalence toward a specific goal by connecting necessary changes to incentives that reduce barriers for change.

Principles of motivational interviewing

Key principles that guide the practice of motivational interviewing in weight management with patients include:

Action	How to do it	Desired result
Express empathy	Reassure your patients that you are listening to them and seeing their point of view	Patients are more likely to honestly share their experiences and perspectives
Support self-efficacy	Emphasise patients' existing capacity for change by focusing on previous successes	Patients will feel capable of achieving and maintaining their desired change
Roll with resistance	Sidestep any resistance that may occur when patients realise a need for change in their behaviour patterns. Avoid trying to fix or solve each problem	Patients learn not to dwell on their issues
Note progress	Help patients realise differences between where they are (current habits) and where they want to be (goals)	Patients learn to self-identify ways to bridge the gap

The OARS Method

To facilitate a productive discussion with your patients about their obesity, it may be helpful to use techniques of motivational interviewing such as the OARS method.

- **Open-ended questions:** Ask questions that encourage thought-provoking responses and engage a two-way dialogue to understand your patient's barriers and expectations
- **Affirmative statements:** Recognise and support your patient's personal strengths, successes, and efforts to change, which will help promote a collaborative relationship
- **Reflections:** Use reflective listening and respond thoughtfully by paraphrasing to confirm that the patient has been heard and validated
- **Summary statements:** Use statements that recount and clarify the patient's statements and identify specific points to act upon

Example of what "good" looks like

Step	Examples
O pen-ended questions	<ul style="list-style-type: none">• <i>How do you feel about your health right now?</i>• <i>What do you understand about how your weight affects your health?</i>• <i>How would you like to spend our time together today?</i>• <i>You have been successful at losing weight in the past, right? What has worked for you before?</i>
A ffirmative statements	<ul style="list-style-type: none">• <i>Your dedication to improving your health is really noticeable</i>• <i>You've made a lot of improvements</i>

	<ul style="list-style-type: none"> • <i>I can see how challenging this is for you, and you have made a lot of positive changes already</i>
R eflections	<ul style="list-style-type: none"> • <i>I get the feeling that there is a lot of pressure on you to make progress, but you are not sure you can do it because of the difficulties you have had in the past</i> • <i>I see that you understand a lot about how weight is related to your health, and you really want to be in more control</i> • <i>I can see that playing with your children is really important to you, and it is a driving force in your desire to make changes</i>
S ummary statements	<ul style="list-style-type: none"> • <i>So, what I'm hearing is that... Let's discuss some strategies to develop a plan to help you address your concerns</i> • <i>I think the topics of increasing weight, high blood pressure, and the trouble with the glucose in your blood are related. Let's talk about those together</i> • <i>Let me recap what I think I heard... Did I get that right?</i>

References

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