

Objectives

- 1. Attendees will understand the importance of the stages of change and how to recognize a patient's current stage of change.
- 2. Attendees will increase knowledge of different motivational interviewing techniques.
- 3. Attendees will gain an understanding of how to co-develop a plan of action with a patient.

Northern Light Health.

09.18.2024

09.18.2024

3

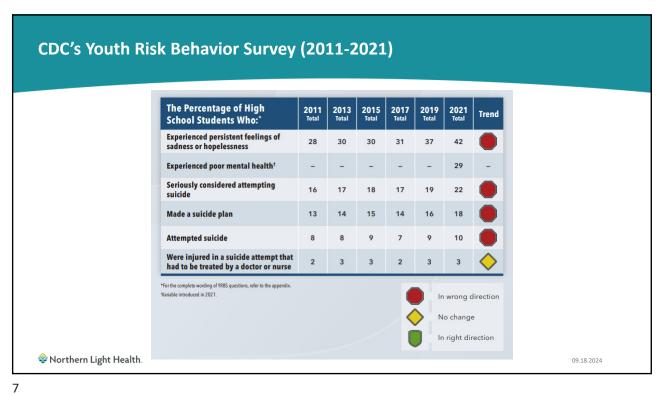
CDC's Youth Risk Behavior Survey (2011-2021)

The Percentage of High School Students Who:*	2011 Total	2013 Total	2015 Total	2017 Total	2019 Total	2021 Total	Trend
Ever had sex	47	47	41	40	38	30	
Had four or more lifetime sexual partners	15	15	11	10	9	6	
Were currently sexually active	34	34	30	29	27	21	
Used a condom during last sexual intercourse [†]	60	59	57	54	54	52	
Used effective hormonal birth control ^{†,‡}	-	-	-	-	-	33	-
Used a condom and effective hormonal birth control (dual use) ^{†,‡}	-	-	-	-	-	10	-
Were ever tested for HIV	13	13	10	9	9	6	
Were tested for STDs during the past years	-	-	7-	-	9	5	
or the complete wording of YRBS questions, refer to the appendix, nong sexually active students. rreeg question changed in the 2021 national YRBS; therefore, trend risable introduced in 2019.	s are not availabl	е.			N	wrong o o change	e

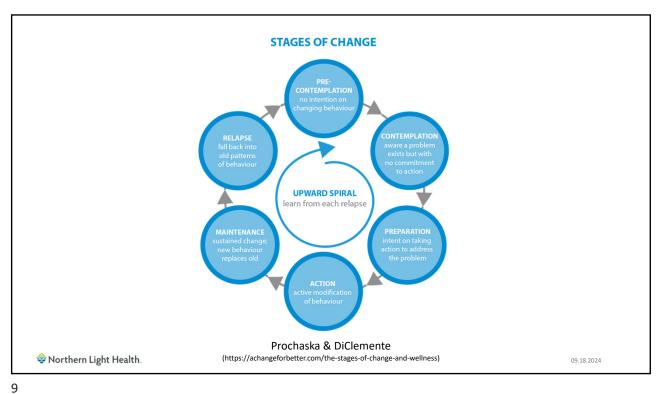
Northern Light Health.

's Youth Risk Behavior Survey	(20°	11-2	2021	1)				
	,			-,				
The Percentage of High School Students Who:	2011 Total	2013 Total	2015 Total	2017 Total	2019 Total	2021 Total	Trend	
Currently drank alcohol	39	35	33	30	29	23		
Currently used marijuana	23	23	22	20	22	16		
Currently used an electronic vapor product [†]	-	-	24	13	33	18	\Diamond	
Ever used select illicit drugs	19	16	13	13	13	13		
Ever misused prescription opioids [‡]	-	-	-	14	14	12		
Currently misused prescription opioids ⁵	-	_	-		7	6	\Diamond	
*For the complete wording of YRBS questions, refer to the appendix. Variable introduced in 2015. Variable introduced in 2017.						n wrong o	direction	
Variable introduced in 2019.				<	>	No chang	е	
						n right di	rection	
nern Light Health.								

C's Youth Ris	sk Behavior Survey	(20	11-2	2021	L)					
	•									
	The Percentage of High School Students Who:*	2011 Total	2013 Total	2015 Total	2017 Total	2019 Total	2021 Total	Trend		
	Were threatened or injured with a weapon at school	7	7	6	6	7	7	\Diamond		
	Did not go to school because of safety concerns	6	7	6	7	9	9			
	Were electronically bullied	16	15	16	15	16	16	\Diamond		
	Were bullied at school	20	20	20	19	20	15			
	Were ever forced to have sex	8	7	7	7	7	8	\Diamond		
	Experienced sexual violence by anyone [†]	-	-	-	10	11	11			
	*For the complete wording of YRBS questions, refer to the appendix. 'Variable introduced in 2017.					Ir	n wrong c	direction		
							lo change			
						lr	n right dii	rection		
thern Light Health.									09.:	18.20



To reduce risk, your patient's behavior needs to change. This is not simple. Northern Light Health. 09.18.2024



(nowing your p	atient's stage of change	
Stages of Change	Signs	
Precontemplation	Not thinking about change May be resigned Feeling of no control Denial: does not believe this applies to self Believes consequences are not serious	
Contemplation	Weighing the benefits and costs of behavior Proposing change	
Preparation	Experimenting with small changes	
Action	Taking a definitive action to change	
Maintenance	Maintaining new behavior over time	
Relapse	Experiencing a normal part of the change process May feel demoralized	
Northern Light Health.	Prochaska, DiClemente, & Norcross (1992)	09.18.2024

Facilitating Change

<u>The righting reflex</u>: the human desire to set things right *Healthcare providers are particularly inclined!*

What does the righting reflex look like in healthcare?

Advocating for change

Being the expert "I know what's best for you"

How will patients respond?

Northern Light Health.

09.18.2024

11

Facilitating Change

Your goal is to recognize their stage of change and help move them to the next stage(s) of change.

Motivational interviewing is the evidence-based approach to helping people overcome ambivalence about change

It outperforms "advice giving" in 80% of studies (Miller & Rollnick, 2013)

It is "highly effective in increasing self-efficacy to change in adolescents" (Erickson, Gerstle, & Feldstein, 2005)

Northern Light Health.

09.18.2024

Informing

Your role is to inform your patients

Explaining what is going on and what may happen

Sharing evidence

Giving advice

Keep in mind in the patient as a person

Work within the relationship

Consider their goals/priorities

When in doubt, slow down

Positive messages matter! (Avoid guilt & shame)

For teens, avoid talking about "problems" or "concerns." Discuss their "choices" and "behaviors"

Recognize how parental concern can affect ambivalence

Northern Light Health.

09.18.2024

13

Gathering Information & Motivational Interviewing

Start with an open-ended comment to gather information.

You've tried vaping with friends. Tell me more about that.

To show that you're listening and check your understanding, use reflective statements (i.e., short summaries)

You're saying that it's only been a few times.

Focus on reflecting resistance and change talk

Roll with resistance: It hasn't caused any problems for you.

Change talk: What else what you noticed or wondered about?

Northern Light Health.

09.18.2024

Informing & Motivational Interviewing: Setting the Stage

Ask permission

"Would it be all right if I share my concerns with you?"

Give them option of discussing the topic now or later

"Can we talk about this now or is there something else you want to discuss first?"

Preface the information while acknowledging autonomy

"Let me know what you think of this idea..."

Talk about what others do

"Some patients in your situation do XYZ. I wonder what would work for you?"

Northern Light Health.

09.18.2024

15

Informing & Motivational Interviewing

Chunk-check-chunk

Common approach for sharing information

Spend more time checking for patient understanding

It should be a conversation, not a lecture

"Does that make sense to you?" or "Is there anything you want to explain further?" $\,$

Northern Light Health.

09.18.2024

Informing & Motivational Interviewing

Elicit-provide-elicit

Start with open-ended question to guide informing

"What would you most like to know about XYZ?"

"What do you already know about XYZ?"

Provide relevant information

Elicit their reaction to the information

"What do you make of that?"

"What more would you like to know?"

"What does this mean for you?"

Patients may be well-informed but less sure of the implications for themselves

Northern Light Health.

09.18.2024

17

Working with a patient in precontemplation (Example)

Your patient screened at high risk for depressive symptoms but does not think they need any mental health treatment.

You gather information by asking about the elevated symptoms:

I see here that you've had little interest in doing things and have been feeling down nearly every day these past two weeks. Tell me more about what you're noticing.

You realize that they are in the precontemplation stage.

Northern Light Health.

09.18.2024

Types of precontemplators (Miller & Rollnick, 2013)

Reluctant: Lack knowledge or inertia, do not want to change

Your approach: Careful listening and providing empathetic feedback

I hear you saying that everyone has bad days. And I agree! It's tough when we have several of them in a row. When the bad days start happening frequently, it can be a sign of depression. What do you know about depression?

<u>Rebellious:</u> Have a good deal of knowledge, heavily invested in the behavior and making their OWN decisions.

Your approach: Acknowledge their autonomy (no one can force you to change!), provide a menu of options and focus on small, incremental changes

You're right. It's up to you if you start treatment for depression, and I hear you saying that it's not a problem. How will you know if it does become an issue? [...] Ok, in that situation, you would consider treatment. Some patients like to start with therapy while others want to try medication first. What would your preference be?

Northern Light Health.

09.18.2024

19

Types of precontemplators (Miller & Rollnick, 2013)

Resigned: Have given up on change and are overwhelmed by the problem

Your approach: Instilling hope, exploring barriers to change, emphasizing that relapse is common and not a sign of failure

You've tried finding a therapist, but it's been impossible to find someone with openings. It can take time to find someone but it's possible! Let's see what resources I have for you.

<u>Rationalizing:</u> Not considering change, developed rationale that minimizes harm of the behavior

Your approach: Avoid discussing their rationale! Ask them about the "good things" of the behavior, then the "not so good things"

You tried therapy before and it didn't help. What parts of therapy didn't work for you? ... What aspects did you like?

Northern Light Health.

09.18.2024

Create an Action Plan

- 1. Offer a menu of choices for a goal
- 2. Expand on the goal by making it SMART

Specific, Measurable, Attainable, Relevant, Time-Bound

- 3. Explore possible barriers and problem-solve around them
- 4. Elicit commitment to the plan

Northern Light Health.

09.18.2024

21

Create an Action Plan (Example)

Risky behavior: Adolescent patient with T1DM is not covering carbs appropriately in the middle of the day.

Step 1: Offer choices for a goal.

I hear that there are some parts of this you wish were different but it's hard when your parents aren't around to remind you. Let's think about what you could change.

Do you want to first focus on carb coverage at lunch? Or after school?

Northern Light Health.

09.18.2024

Create an Action Plan (Example)

Step 2: Create a SMART goal.

You may need to gather more information. Walk me through what happens at lunch. You learn:

They prefer to buy school lunch, but they never know what is on the menu.

They choose their meal when they arrive in the cafeteria, eat with friends during the 20-minute lunch period, then administer insulin when they get to their next class.

Vague Goal: Choose meal ahead of time.

SMART Goal: Look at school menu at the beginning of morning study hall. Choose meal and count carbs ahead of time. Administer insulin before walking to lunch. Starting tomorrow; will re-assess after 2 weeks.

Northern Light Health.

09.18.2024

23

Create an Action Plan (Example)

Step 3: Explore possible barriers

What might get in the way?

Forgetfulness

ightarrow set a reminder for 10 minutes after start of study hall

Dislikes administering insulin in front of peers

→ Explore different options. Patient decides they can do it while everyone is packing up their things and leaving the class.

Northern Light Health.

09.18.2024

Create an Action Plan (Example)

Step 4: Elicit commitment

Does this sound doable?

Let's schedule another appointment in 6 weeks to see how it's going.

Northern Light Health.

09.18.2024

25

Despite your best efforts...

...they are not ready to move to the next stage of change.

Resistance is a sign that you are not matching their stage of change. Focus on empathy and thought-provoking questions.

Open the door for further discussion

"I hear you. It sounds like you're not in a place to make any changes right now. Please reach out or schedule a sooner visit if it does become something you want to work on."

Northern Light Health.

09.18.2024

Helping patients move towards change

Your mindset!

"The good life is a process, not a state of being. It is a direction not a destination."

"The more I can keep a relationship free of judgment and evaluation, the more this will permit the other person to reach the point where he recognizes that the locus of evaluation, the center of responsibility, lies within himself."

Carl Rogers, PhD

Northern Light Health.

09.18.2024

27

ADOLESCENT SBIRT

Toolkit for Providers









MAY 2015

Northern Light Health.

09.18.2024

Irena is a 17-year-old girl who presents for a school physical. She has been followed in the practice since birth and was last seen one year ago. She has mild asthma that is well controlled with prn albuterol and is otherwise healthy. She has always been a solid B student whose hobbies include tennis, snowboarding, and lacrosse. She is currently in 11th grade and plans to apply to college next year.

Prior to coming into the exam room, Irena completed the office screening protocol, including the S2BI, and reported alcohol use "once or twice" and monthly marijuana use. The Medical Assistant hands Dr. Wilson the screen results for review. Note that Dr. Wilson utilizes the CRAFFT questions to explore potential problems associated with use.

After a few minutes of general interval medical history, Dr. Wilson addresses marijuana use with Irena.

Northern Light Health.



DR. WILSON:

Let's review your results from this screen. I see that you reported using marijuana about once a month. Is that right?



IRENA:

Yeah, sometimes a little more, sometimes a little less, but that's about right, on average.



DR. WILSON:

Can you tell me a little more about your use? When did you start smoking?



IRENA:

I first smoked during April break last year. The first time I didn't get high and I didn't do it again for a while. Over the summer I tried it a couple more times. Actually I probably used a bit more over the summer – maybe once a week; I cut down when school started and now I use about once a month.

09.18.2024

29

Example from Adolescent SBIRT Toolkit



DR. WILSON:

What made you decide to cut down for the school year?



IRENA:

Well, I don't have as much free time to hang out with friends so it doesn't come up as much. I also don't want marijuana to interfere with school.



DR. WILSON:

Ok, so you have noticed that marijuana can get in the way of school work.



IRENA:

Well it never happened to me, but I heard it could happen.



DR. WILSON:

I agree with you. Marijuana can definitely make it harder to achieve the things that mean a lot to you.

Have you ever driven or ridden in a CAR with someone who had been drinking or using marijuana or other drugs?



IRENA:

No. I am not stupid and I would never do that.



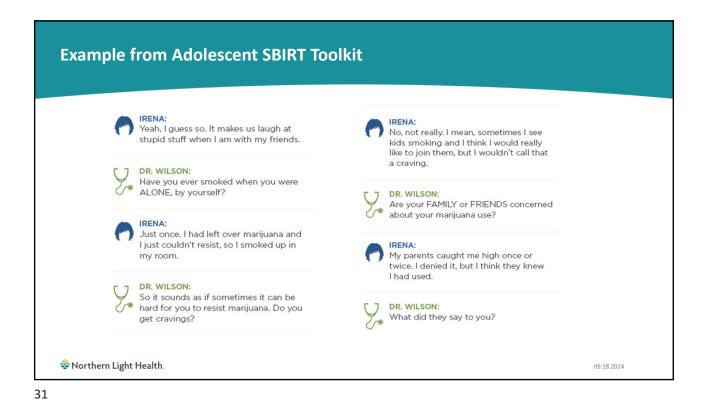
DR. WILSON:

I am really glad to hear that you made a decision never to drive or accept a ride from an impaired driver. It is so important to protect yourself — cars can be deadly when they are in the wrong hands.

Do you ever use marijuana to RELAX?

Northern Light Health.

09.18.2024





IRENA:

They told me not to use and that they would drug test me if they saw me looking high again.



DR. WILSON:

Why are your parents against you using marijuana?



IRENA:

Obviously, parents never want their kids to use drugs. My parents are constantly telling me that marijuana could be addictive and I think they are worried that I might try other things.



DR. WILSON:

What do you think? Are your parents right that marijuana could be addictive?





IRENA:

Probably, but I only smoke once in a while so I think they are overreacting.



DR. WILSON:

Did you ever FORGET anything that happened when you were smoking?



IRENA:



DR. WILSON:

Did you ever get into TROUBLE because of marijuana?

09.18.2024



IRENA:

Not really. One time, the police came to the woods and they knew all of us were smoking.



DR. WILSON:

Ok, so let me see if I got the picture right here. You smoke marijuana about once a month. You enjoy smoking with your friends and once you smoked by yourself in your room because you couldn't resist. Your parents have made it really clear that they don't want you to smoke at all. You've never gotten in trouble, but you've come close a couple of times — once when the police caught you and your friends in the woods and a couple of times when your parents caught you. You know that marijuana can be addictive, and that some kids who use marijuana do worse in school. Did I get all of that right?





IRENA:

Yeah, I guess.



DR. WILSON:

Well, it probably won't surprise you that, as your physician, I recommend that you quit completely. As you pointed out, marijuana can be addictive. Smoking can give you symptoms of chronic bronchitis and you know you already have asthma. And it really sounds like your parents are giving you a strong message that they don't want you to use marijuana and you've had to lie to them about it. I also worry that you may be finding it harder to resist marijuana when you're around it, which actually can be a sign that you are losing control. What do you think you can do to protect yourself?

09.18.2024

33

Example from Adolescent SBIRT Toolkit



IRENA

I know all of this stuff but I think everyone is overreacting. I only use once in a while, I can definitely control it.



DR. WILSON:

Here's my recommendation — how about a "test." You are smoking about once a month. Why don't we see if you can go three months without smoking at all? Would you be willing to try that? That would be a good way for us both to see how well you can control your marijuana use.



IRENA:

I can go three months — it's definitely no big deal.





DR. WILSON:

Ok, let's try it then. I am going to write down your plan on this worksheet and give you a copy and keep another copy to remind us both at your next visit. Your mother is in the waiting room. Could we tell her that you have made a commitment to quit at least for three months?



IRENA:

I definitely don't want to discuss this with my mother.



DR. WILSON:

Alright, we'll keep this conversation just between you and me. I would like to see you back in three months to see how the "test" went. Can you come back for a follow-up appointment?

09.18.2024



IRENA:

I don't think so. I have school, and my mom would need to drive me here.



DR. WILSON:

I usually see you in the spring to refill your asthma medications. That's about four months from now, but let's see if we can have you come in early so that we can check in then.



IRENA:

OK, I guess. But you won't tell my mom, right?



DR. WILSON:

Right. I told both you and her that I would keep our conversation private, just between us, and that is what I will do. I do think, though, that you might want to tell her at some point. It sounds as if she already knows that you have tried marijuana, and now you just agreed to quit for a few months. I bet she would be pleased. But I will leave when, whether, and how to have that discussion up to you.



09.18.2024

35

References

Erickson SJ, Gerstle M, Feldstein SW. Brief Interventions and Motivational Interviewing With Children, Adolescents, and Their Parents in Pediatric Health Care Settings: A Review. Arch Pediatr Adolesc Med. 2005;159(12):1173–1180. doi:10.1001/archpedi.159.12.1173

Miller, W. R., & Rollnick, S. (2013). Motivational interviewing: Helping people change (3rd ed.). New York, NY: The Guilford Press. (2013) and (2013) and (2013) are the following of the people change (3rd ed.). New York, NY: The Guilford Press. (2013) are the following of the people change (3rd ed.). New York, NY: The Guilford Press. (2013) are the following of the people change (3rd ed.). New York, NY: The Guilford Press. (2013) are the people change (3rd ed.). New York, NY: The Guilford Press. (2013) are the people change (3rd ed.). New York, NY: The Guilford Press. (2013) are the people change (3rd ed.). New York, NY: The Guilford Press. (2013) are the people change (3rd ed.). New York, NY: The Guilford Press. (2013) are the people change (3rd ed.). New York, NY: The Guilford Press. (2013) are the people change (3rd ed.). (201

Norcross JC, Krebs PM, Prochaska JO. Stages of change. J Clin Psychol. 2011 Feb;67(2):143-54

Prochaska, J. O., & Norcross, J. C. (2002). Stages of Change. In J. C. Norcross (Ed.), Psychotherapy relationships that work: Therapist contributions and responsiveness to patients (pp. 303–313). Oxford University Press.

 $Prochaska, J.\ O.,\ Diclemente, C.\ C.,\ \&\ Norcross, J.\ C.\ (1992).\ In\ search\ of\ how\ people\ change:\ Applications\ to\ addictive\ behaviors.\ American Psychologist,\ 47(9),\ 1102-1114.\ https://doi.org/10.1037/0003-066X.47.9.1102$

Rollnick, S., Miller, W. R., & Butler, C. C. (2023). Motivational interviewing in health care: Helping patients change behavior (2nd ed.). The Guilford Press.

Zimmerman, G., Olsen, C. and Bosworth, M. (2000) A "Stages of Change" Approach to Helping Patients Change Behavior. American Family Physician, 61, 1409-1416.

Northern Light Health.

09.18.2024

