

MOTIVATIONAL INTERVIEWING

Motivational interviewing (MI) is an evidence based technique to change behavior. It can make your conversations about the HPV vaccine less stressful and more productive. The goal is to evoke **change talk**, or **self-recognized reasons the patient wants to change**. It is used to increase your patient’s absorption of information and generate motivation to act on it.

Sequentially ask one question from each of the five AATAC elements in the framework below. The key is to see if the patient has provided a desired response. If this hasn’t happened, more of the same type of questions should be asked until this is achieved. This works best when you simply **follow the framework**.



Ask	Ask	Tell	Ask	Commit
<p>Ask the patient about the health related problem</p> <ul style="list-style-type: none"> ▶ <i>What is your understanding of why we use the HPV vaccine?</i> ▶ <i>Do you know why I am concerned about Sarah being unprotected?</i> ▶ <i>Are you aware that Sarah can get HPV without having sex?</i> <p>Goal: is to have patient say aloud some reasons that align with the desired behavior.</p>	<p>Ask what the patient is doing about the identified problem</p> <ul style="list-style-type: none"> ▶ <i>Are you willing to get Sarah vaccinated today?</i> ▶ <i>How are we protecting Sarah from cancer then?</i> <p>Goal: To have the patient voice aloud/discover the disconnect between their concerns/desires, and their current behavior.</p>	<p>Ask permission to share your recommendations, and then quickly provide your advice</p> <ul style="list-style-type: none"> ▶ <i>Are you interested in hearing some of my thoughts about this?</i> ▶ <i>I do have some information that other parents have found helpful, may I share it with you?</i> <p>Goal: Have the patient open enough from steps 1 and 2 to accept your brief information or advice.</p>	<p>Ask the patient about the advice you just provided</p> <ul style="list-style-type: none"> ▶ <i>How would it feel to have Sarah better protected from cancer?</i> ▶ <i>How will it feel to have some additional information about the protection the HPV vaccine offers?</i> <p>*Don’t skip the last two steps if you get a yes at the “tell” stage- you still need to solidify their commitment.</p> <p>Goal: is to have patient visualize, and say aloud, what the advantages of the desired behavior will be.</p>	<p>Get commitment by asking the patient what they will agree to do in the immediate future</p> <ul style="list-style-type: none"> ▶ <i>Are you willing to get Sarah vaccinated today?</i> ▶ <i>So what will you do right after this visit?</i> ▶ <i>What are you able to do before the next time we talk?</i> ▶ <i>What steps can you take at this point?</i> <p>Goal: One quick last chance to have the patient reinforce the desired behavior.</p>