

# 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"> <li>▶ <i>What is your understanding of why we use the HPV vaccine?</i></li> <li>▶ <i>Do you know why I am concerned about Sarah being unprotected?</i></li> <li>▶ <i>Are you aware that Sarah can get HPV without having sex?</i></li> </ul> <p><b>Goal:</b> 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"> <li>▶ <i>Are you willing to get Sarah vaccinated today?</i></li> <li>▶ <i>How are we protecting Sarah from cancer then?</i></li> </ul> <p><b>Goal:</b> 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"> <li>▶ <i>Are you interested in hearing some of my thoughts about this?</i></li> <li>▶ <i>I do have some information that other parents have found helpful, may I share it with you?</i></li> </ul> <p><b>Goal:</b> 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"> <li>▶ <i>How would it feel to have Sarah better protected from cancer?</i></li> <li>▶ <i>How will it feel to have some additional information about the protection the HPV vaccine offers?</i></li> </ul> <p><i>*Don't skip the last two steps if you get a yes at the "tell" stage- you still need to solidify their commitment.</i></p> <p><b>Goal:</b> 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"> <li>▶ <i>Are you willing to get Sarah vaccinated today?</i></li> <li>▶ <i>So what will you do right after this visit?</i></li> <li>▶ <i>What are you able to do before the next time we talk?</i></li> <li>▶ <i>What steps can you take at this point?</i></li> </ul> <p><b>Goal:</b> One quick last chance to have the patient reinforce the desired behavior.</p>