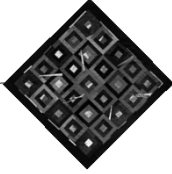


Counseling Skills


Counseling Skills



Molly Kellogg RD, LCSW
Psychotherapist and Nutrition Consultant

Our Outline

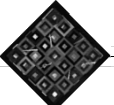
- Overview of Motivational Interviewing
- Practice Affirming
- Practice Reflecting
- Providing advice effectively
- Change talk
- Other topics?



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What is our overall goal?

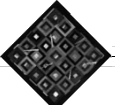
Help clients reach their goals
This means behavior change



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We all change when...

- we want to, when it matters
- we know how
- we believe we can



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Motivational interviewing is a collaborative conversation to strengthen a person's own motivation for and commitment to change



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Four Processes that Lead to Change

- Engaging
- Focusing
- Evoking
- Planning



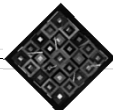
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Counseling Skills

Fundamental counseling skills

- Open questions
- Affirm Efforts and Strengths
- Reflect
- Summarize

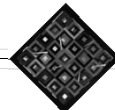
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The spirit of MI

- Collaboration
- Evocation
- Autonomy
- Compassion

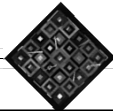
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The Engagement Process

It's about the client!
How to get on the same page?

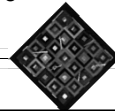
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Affirming

- Thanks for coming in today.
- That's a great suggestion.
- You clearly want to do as much as you can for your health.
- Your...really shows by the steps you are taking.
- That took a lot of...
- With all the obstacles you have now, it's impressive that you...

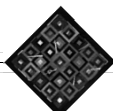
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Types of reflections

- Simple
- Complex
- With a reframe
- Double-sided

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Practice reflecting

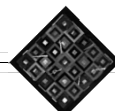
Speaker:

- Talk about something that you are trying to decide.

Listener:

- Find things to reflect
- Try out new types of reflections
- If necessary, interrupt to reflect
- Assume the solution is in the client
- Hold off questions

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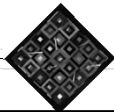


Counseling Skills

Elicit/Offer/Elicit

- **Elicit** What client already knows and wants to know
- **Offer** information in neutral manner
- **Elicit** client's response to, interpretation of the information

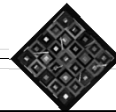
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Imperatives

- “You should...”
- “You have to...”
- “You need to...”

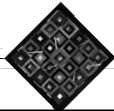
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Neutral advice

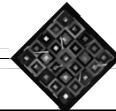
- When liquids are measured this way it is most accurate.
- This is the amount of rice that contains...
- Others have found that...
- You might consider...
- Research shows that when...
- The AHA recommends...

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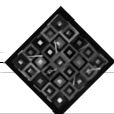
Change Talk

- Desire
- Ability
- Reasons
- Need
- Commitment
- Activation
- Taking Steps



Responding to change talk

- **E**laborate with open questions
- **A**ffirm efforts and strengths
- **R**eflect the change talk
- **S**ummarize all the change talk you heard



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