Motivational Interviewing for Older Adults

Pennsylvania Certification Board Annual Conference

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COAPS

Who We Are

- James Klasen, CPS, CRS

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The COAPS Program

- **Certified Older Adult Peer Specialist (COAPS) Training and Certification Program**
  - Through University of Pennsylvania Perelman School of Medicine
  - Train peer specialists to support older adults
  - Since 2008, we have trained over 300 across the United States
  - Full COAPS training is 18-hours

Agenda

- Brief overview of MI

- Application of MI to older adults

- Opportunities for Practice

- Questions

Throughout, you will be asked to speak with those sitting next to you and participate in online polls. While these are optional, we encourage you to engage in this way to ensure you get as much as possible out of this presentation.

Audience Participation

OR

Go to:
pollev.com/jesslynjamison110

Poll Everywhere

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Think about a time you made a change...

In one word, what made it work?

What helped you make a change?

Nobody has responded yet.

Hang tight! Responses are coming in.

Before we get into Motivational Interviewing...

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Persuasion Activity: Demonstration

- give advice
- ask why they haven't changed
- explain why the change is important
- use "should" and "must" language
- offer your opinion often

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Persuasion Activity

- **Break into pairs**

- **Persuade your neighbor to make a change in their life that they identify wanting to change (something they are comfortable sharing)**

- **Make sure you do all of the following:**
  - **give advice**
  - **ask why they haven't changed**
  - **explain why the change is important**
  - **use "should" and "must" language**
  - **offer your opinion often**

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In a word, what was that like?

Persuasion: In a word, what was it like?

Nobody has responded yet.

Hang tight! Responses are coming in.

Motivational Interviewing

An effective way of talking to people about change.
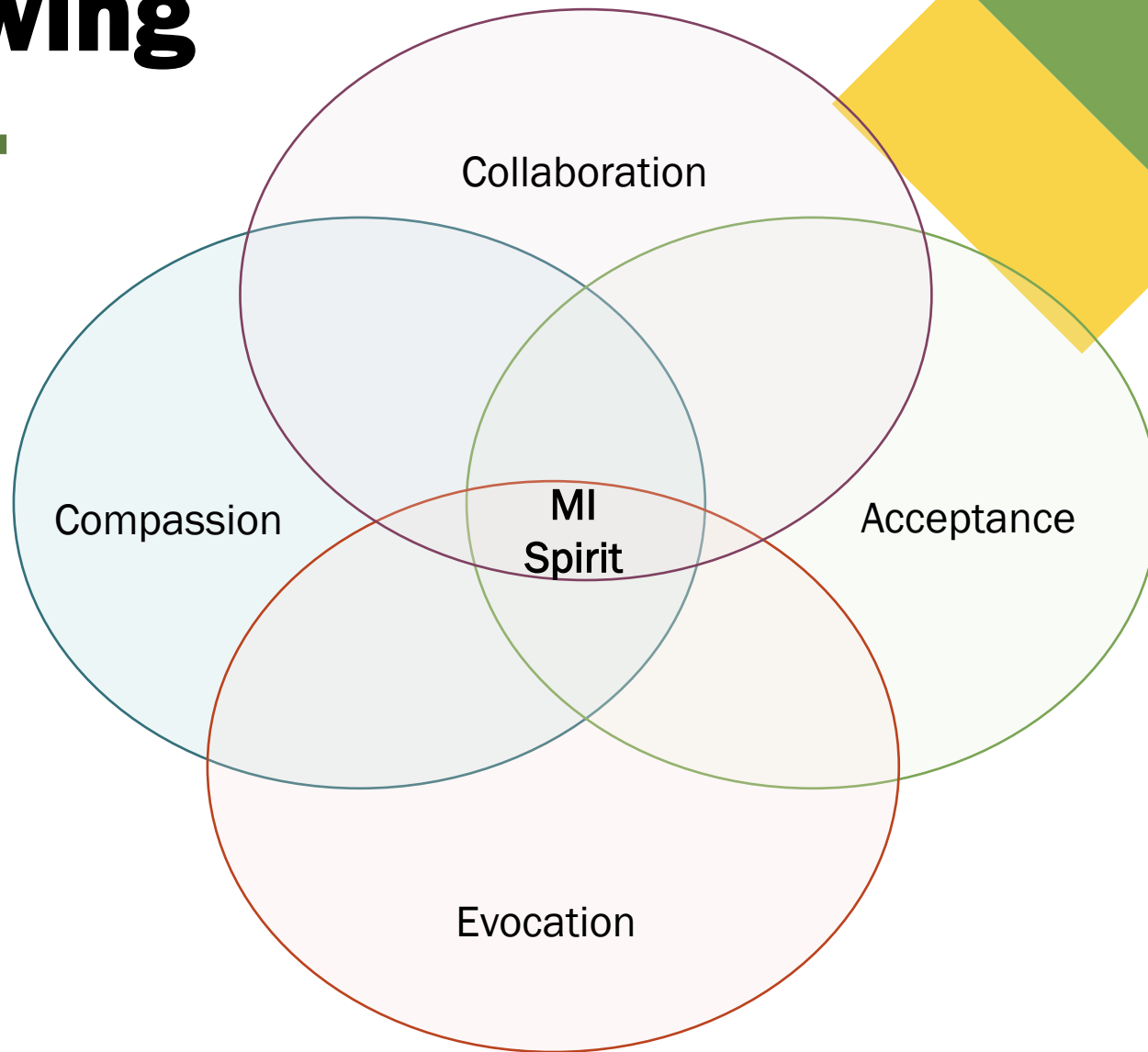
Dr. Bill Matulich, MI Trainer

What does Motivational Interviewing mean to you?

Nobody has responded yet.

Hang tight! Responses are coming in.

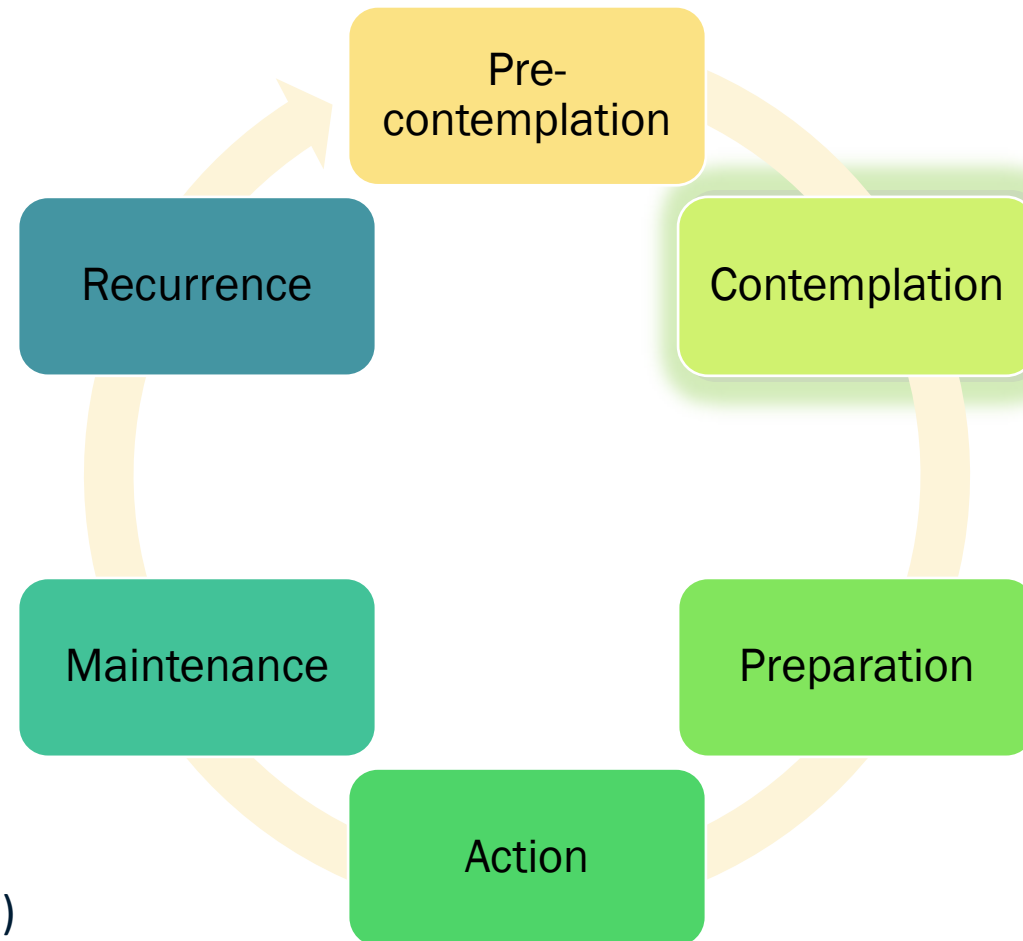# The Spirit of Motivational Interviewing

Collaboration

Compassion

MI Spirit

Acceptance

Evocation

Miller and Rollnick, 2013

The Spirit of Motivational Interviewing

"MI is done 'for' and 'with' a person."

"MI is not a way of tricking people into changing; it is a way of activating their own motivation and resources for change."

Miller and Rollnick, 2013

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Transtheoretical Model: A Basis for Motivational Interviewing

Pre-contemplation

Contemplation

Preparation

Action

Maintenance

Recurrence

Prochaska & DiClimente (1983)

Motivational Interviewing: Assumptions

- Readiness for change fluctuate from one time or situation to another and can be influenced

- Ambivalence is a normal part of considering and making change

- Provider style is a powerful determinant of the person's resistance and change

  - An empathic style → evokes motivation

- Each individual has powerful potential for change

- **Your task is to release that potential and facilitate the natural change process that is already inherent in the individual**

(Vowell, 2020)

In other words...

"Arguments both for and against change already reside within the ambivalent person."

"If you are arguing for change and your client is arguing against it, you've got it exactly backward."

Miller and Rollnick, 2013

Motivational Interviewing: The Tools

Open-ended Questions

Affirmations

OARS

Reflections

Summaries

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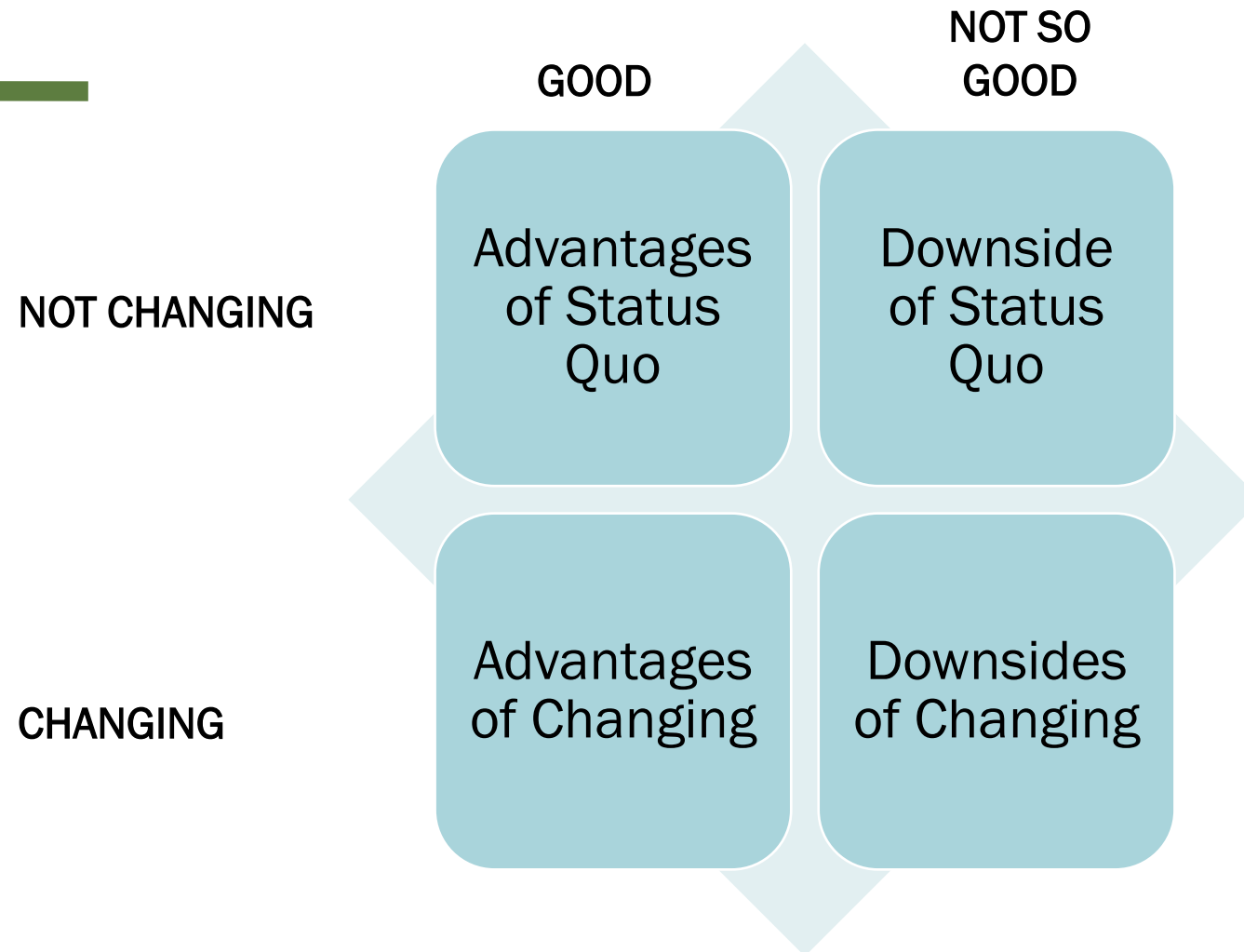**"What are some of your reasons for wanting to make that change?"**

"You've worked so hard to maintain your sobriety."

Statement: *"I just don't think that I am depressed. The doctor didn't get enough information"*

Reflection: *"You're not sure whether Depression is the right diagnosis."*

"It's been a really hard few months, and it feels like at every turn things keep getting worse. You're really thinking that something needs to change, but you just don't know what. Did I get that right?"

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The Tools: Decisional Balance

	GOOD	NOT SO GOOD
NOT CHANGING	Advantages of Status Quo	Downside of Status Quo
CHANGING	Advantages of Changing	Downsides of Changing

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Elicit Provide Elicit

- Tell me what you've already tried?
- Could I share some information with you about what I know about?
- Do you think that's something you might want to try?

Now let's apply this to older adults....

What are some issues that older adults face that might be a good candidate for a Motivational Interviewing approach?

Nobody has responded yet.

Hang tight! Responses are coming in.

MI Application to Older Adults: The Research

For older adults...

- Positive results on a range of health behaviors (Cummings et al 2008)

- Decreased opioid misuse and depression symptoms in older adults with chronic pain (Change et al., 2015)

- Promising initial evidence across several studies for **advanced care planning** (Wang et al, 2024)

- Less evidence for improving physical activity (Akinrolie et al 2020)

MI Application to Older Adults

Physical health changes	**Caregiving and integration of other family members**	**Sexuality**	**LGBTQIA + identity**	**Cognitive Changes**
Legal Issues and Planning for the Future	**Substance Use**	**Depression**	**Anxiety**	**Trauma**
	Isolation/Loneliness	**Suicide risk**	**Elder Abuse**	

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MI Application to Older Adults

- Key considerations

  - Decreases in independence and fewer opportunities to make decisions on their own

  - Complex family dynamics

  - Cognitive and physical functioning changes

  - Difficult life decisions

MI Activity:
Demonstration

- Listen carefully, avoid advice

- Ask "why would you want to make this change?"

- What might you do in order to make this change?

- On a scale of 0-10 how important is it to you to make this change?

- Why that number and not a 0?

- So what do you think you'll do?

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Let's try it again!

Get back into pairs

Choose a key issue that affects older adults

Try an MI approach

Some things to try:

- Listen carefully, avoid advice

- Ask "why would you want to make this change?"

- What might you do in order to make this change?

- On a scale of 0-10 how important is it to you to make this change?

- Why that number and not a 0?

- So what do you think you'll do?

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How'd that go?

Let's try it again!

Get back into pairs

Choose a key issue that affects older adults

Try Decisional balance

	GOOD	NOT SO GOOD
NOT CHANGING	Advantages of Status Quo	Downside of Status Quo
CHANGING	Advantages of Changing	Downsides of Changing

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Tying to values and goals

"When you understand what people value, you have a key to what motivate them." (Miller & Rollnick, 2013)

Questions to elicit values:

- **Tell me what you care about most in life?**

- **How do you hope your life will be different a few years from now?**

Miller and Rollnick, 2013

Thank you!

Want to learn more about COAPS?

Reach out to us:
coapsupenn@gmail.com

Visit our Website!

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References

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