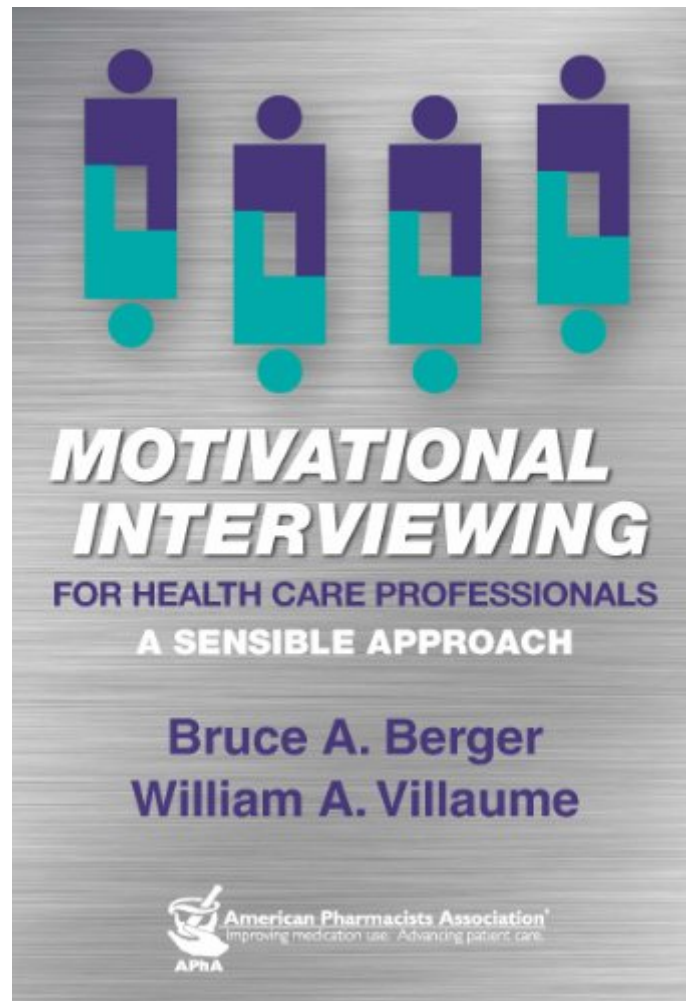


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# Motivational Interviewing For Health Care Professionals: A Sensible Approach



## Synopsis

Motivational Interviewing for Health Care Professionals: A Sensible Approach presents a new way of teaching the theory and practice of motivational interviewing (MI) to health care professionals (HCPs). MI has been shown to improve treatment adherence and outcomes, promote health behavior change, improve patient satisfaction with care, and increase retention rates in complex case management. This book describes how everyday persuasive language and strategies can trigger resistance in patients and explains how this opposition can be overcome through building rapport with the patient and listening to the patient's reasoning and concerns.

**KEY FEATURES:**

- A practical, step-by-step approach to the use of MI skills and tools in all practice settings.
- Multiple dialogues between HCPs and patients to illustrate the use of MI skills and tools.
- Case studies including extensive dialogues with video links, plus analysis of the cases, to demonstrate the application of MI.

## Book Information

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## Customer Reviews

Congratulations to the authors on the BEST Book and approach to Motivational Interviewing! In the midst of growing interest in Motivational Interviewing and Health Coaching as a way of improving

patient engagement (or my preferred term of 'person engagement') new communication approaches are clearly needed. With the major shift in our U.S. health care delivery system to engaging the 'real decision-maker', the patient/person in their own health care and lifestyle management decisions, this book is a MUST. What makes this approach to Motivational Interviewing so valuable to all health care providers is the fact the authors use sense-making and practical reasoning.

Unfortunately although with good intent, other Motivational Interviewing approaches are more of a communication protocol than truly exploring and facilitating the best decision-making approach between patient/person and their provider(s). With an increasing focus on the importance assisting the persons in our care in creating and managing healthy lifestyles for prevention and chronic care management, only the patient/person knows the reasons or purpose that will be important enough to make lifestyle change AND the way he or she would like to approach the change process. This requires true heart-felt recognition of the patient/person's values, decision-making process and knowledge of what and how they can effectively make change. This Motivational Interviewing communication approach by Bruce Berger and Bill Villaume truly values the person and is not overly focused on a protocol to address perceived resistance as other MI approaches seem to be, but as a sincere approach to engagement of the person!

This book is every bit as profound as Stephen Covey's principles of empathic communication: "seek first to understand, then to be understood". In *Motivational Interviewing for Health Care Professionals*, Berger and Villaume explain why "how" we talk with our patients is as important as "what" we say. They explain how, when we engage with our patients as respected partners, our patients will teach us how they make sense, and what importance they place on their health, their illness, and the health and treatment options we might suggest. This vital information gives us the key to successfully support their continued efforts. With this book, Berger and Villaume share the mastery of a professional lifetime. To prompt lasting learning, they conclude every chapter by summarizing key points. They then review with questions. Sample dialogues throughout illustrate their points. Web-linked video vignettes make the learning almost live. The IOM called-out patient-centeredness as central to overcoming many pitfalls of contemporary healthcare practices: Berger and Villaume teach us how. By coupling empathic communication with a new respect for our patients' expertise on their lives, their MI returns a missing humanity and new-found success to our oft-frenetic professional lives. Berger and Villaume explain the psychodynamic foundations. They illustrate a way of being - for collaborative wellness, and guide us to making a lasting positive contribution to another's life. We learn how MI is as much about ourselves, as it is

about our patients.

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