

SSRC Selections Motivational Interviewing

Selections highlight research, evaluation reports, and other publications that inform the field about key issues in, and effective practices for, fostering economic self-sufficiency.

Farrell, M., Baird, P., Barden, B., Fishman, M., & Pardoe, R. (2013). *The TANF/SSI Disability Transition Project: Innovative strategies for serving TANF recipients with disabilities* (OPRE Report No. 2013-51). Washington, DC: U.S. Department of Health and Human Services, Administration for Children and Families, Office of Planning, Research and Evaluation.

https://www.opressrc.org/content/tanfssi-disability-transition-project-innovative-strategies-serving-tanf-recipients

This report looked at three county-level initiatives to improve services for TANF participants with disabilities, including getting those who were able to work connected to employment and those who were eligible for SSI approved for the benefit. Two of the interventions utilized motivational interviewing, including Muskegon County, MI, and Ramsey County, MN. Ramsey County's program combined motivational interviewing with the Individual Placement and Support (IPS) model, which has proven effective at increasing employment and wages for people with serious mental illness. The authors found that individuals participating in the intervention group in Ramsey County were more likely to participate in work activities than those in the control group.

Snyder, E. H., Lawrence, C. N., Weatherholt, T. N., & Nagy, P. (2012). The benefits of motivational interviewing and coaching for improving the practice of comprehensive family assessments in child welfare. *Child Welfare*, *91*(5), 9-36.

https://www.opressrc.org/content/benefits-motivational-interviewing-and-coaching-improving-practice-comprehensive-family

This study examined the experience of a child welfare office in Alamance County, NC, in training its staff to more effectively engage and build relationships with their clients through motivational interviewing. The county supplemented training of case workers with coaching from a full-time clinical coach who accompanied case workers on home visits. Case workers reported that motivational interviewing "helped them deal with difficult issues they encountered, changed long-held perspectives, and provided a new approach to working with families" and the coaching helped them understand how to apply their new skills.

Leukefeld, C., Carlton, E. L., Staton-Tindall, M., & Delaney, M. (2012). Six-month followup changes for TANF-eligible clients involved in Kentucky's Targeted Assessment Program. *Journal of Social Service Research, 38*(3), 366–381. doi: 10.1080/01488376.2011.651412

https://www.opressrc.org/content/six-month-follow-changes-tanf-eligible-clients-involvedkentuckys-targeted-assessment

This article analyzed six-month outcomes among randomly selected individuals who received Kentucky's Targeted Assessment Program (TAP) pretreatment services. TAP utilizes holistic assessment, strengths-based case management, and motivational interviewing in serving TANF participants struggling with basic needs (e.g., transportation, child care), physical health, mental health, substance abuse, and intimate partner violence as barriers to employment. Participants created individualized strengths-based goal plans and counselors connected them with appropriate community resources. The researchers found medium-to-strong decreases in physical health, mental health, substance use, and intimate partner violence barriers. They also reported lower work difficulty (e.g., understanding and/or finishing tasks, attendance) and higher employment rates.

Resnicow, K., & McMaster, F. (2012). Motivational interviewing: Moving from why to how with autonomy support. *International Journal of Behavioral Nutrition and Physical Activity*, *9*(19), 1-9. doi: 10.1186/1479-5868-9-19

https://www.opressrc.org/content/motivational-interviewing-moving-why-how-autonomy-support

This practitioner-oriented article explained the tenets and core clinical strategies of motivational interviewing. It described the goal of motivational interviewing—to move clients from a state of 'amotivation' to one of self-efficacy and intrinsic motivation—and the primary strategies used in motivational interviewing—reflective listening, rolling with resistance, and eliciting change talk. The article concluded with a three-stage framework to move the counselor-client discussion into active action planning.

Lundahl, B., & Burke, B. L. (2009). The effectiveness and applicability of motivational interviewing: A practice-friendly review of four meta-analyses. *Journal of Clinical Psychology*, 65(11), 1232-1245. doi: 10.1002/jclp.20638

https://www.opressrc.org/content/effectiveness-and-applicability-motivational-interviewing-practice-friendly-review-four-meta

This article reviewed the research base for using motivational interviewing in moving individuals to change their behavior. The authors found strong evidence for its use with reducing risky behaviors and drug use and improving parenting practices among a variety of populations. The authors also determined that motivational interviewing can be used successfully either as a pretreatment or as a stand-alone treatment. In terms of training, practitioners benefited from learning the basics of motivational interviewing in a workshop followed by other training strategies such as coaching and supervision.



Miller, W. R., & Rose, G. S. (2009). Toward a theory of motivational interviewing. *American Psychologist,* 64(6), 527–537. doi: 10.1037/a0016830

https://www.opressrc.org/content/toward-theory-motivational-interviewing

This article reviewed the emergence and development of motivational interviewing over the course of three decades. It explained how motivational interviewing's development in clinical trials and multisite trials led to an emergent theory that emphasized two active components: a technical component promoting clients to verbalize change ("change talk") and a relational component focusing on empathic understanding in the client-counselor relationship. The article further hypothesized how these two components worked together to result in client behavior change.

Wagner, C. C., & Ingersoll, K. S. (2009). Beyond behavior: Eliciting broader change with motivational interviewing. *Journal of Clinical Psychology*, 65(11), 1180–1194. doi: 10.1002/jclp.20639

https://www.opressrc.org/content/beyond-behavior-eliciting-broader-change-motivationalinterviewing

This case study described the use of motivational interviewing as part of the counseling experience of an individual who engaged in excessive alcohol use and unprotected sex. Through the use of this approach, the patient moved from ambivalence about her risky behaviors to adoption of healthier lifestyle choices that she continued to practice six months later. This case study illuminated how motivational interviewing helped a client address multiple problematic behaviors on an accelerated timeline through client-centered direction in which treatment focused on "helping clients develop and clarify their own sense of desired direction for life and then put it into action."

Wahab, S. (2005). Motivational interviewing and social work practice. *Journal of Social Work, 5*(1), 45-60. doi: 10.1177/1468017305051365

https://www.opressrc.org/content/motivational-interviewing-and-social-work-practice

This article explained why motivational interviewing is a valuable approach for professionals in the field of social work—it is an evidence-based practice whose 'spirit' and basic principles align well with the field's mission of engaging clients to help them facilitate their own paths towards behavior change. The article discussed the seven elements of the motivational interviewing spirit:

- 1. Motivation to change is elicited from the client, and not imposed from without.
- 2. It is the client's task, not the counselor's, to articulate and resolve his or her ambivalence.
- 3. Direct persuasion is not an effective method for resolving ambivalence.
- 4. The counseling style is generally a quiet and eliciting one.
- 5. The counselor is directive in helping the client to examine and resolve ambivalence.



6. Readiness to change is not a client trait, but a fluctuating product of interpersonal interaction.

7. The therapeutic relationship is more like a partnership or companionship than expert/recipient roles.

It also described motivational interviewing as valuable to social workers because it is a brief intervention that can be applied when resources are limited, and it works with diverse populations. The article concluded with dialogue and analysis from a case study in which a motivational interviewing-trained counselor worked with a woman in a domestic violence context.

