



Motivational Interviewing: Helping people change.

Essential, practical skills training to support people in creating sustaining change.

Motivational interviewing is a collaborative, goal-oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for, and commitment to, a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.

Motivational interviewing utilises the principles and practices of person-centred counselling to engage a person in a conversation about change. Resistance is viewed as evidence of ongoing ambivalence about change, and is met with reflection and empathy rather than confrontation.

Research studies into the clinical effectiveness of motivational interviewing across a vast range of settings have generally supported the claim that motivational interviewing is an effective and adaptable therapeutic style for preparing and supporting people to change.

This one-day motivational interviewing workshop provides participants with an understanding of the theory, spirit and processes of motivational interviewing.

Learning objectives of this training:

1. Describe the background to motivational interviewing as a person-centred, goal-oriented approach for facilitating change.
2. Identify a framework for understanding motivational interviewing.
3. Discuss the 'spirit' of motivational interviewing.
4. Discuss the implications of ambivalence and its impact on motivation and change.
5. Explain the process of change, drawing on the Stages of Change model and the relationship between importance, confidence and readiness for change.
6. Describe the four processes of motivational interviewing.
7. Discuss the concepts of 'sustain talk', 'discord' and 'change talk'
8. Identify key skills for engaging and encouraging people to express their reasons, needs, desire, ability and commitment for change.



Alison Bell has a background in Nursing and Psychology and has worked in the alcohol and other drug and mental health fields since 1987. Alison has been involved in the development of motivational interviewing since 1989, when she became involved in researching the clinical application of the model in collaboration with Dr Stephen Rollnick at the National Drug and Alcohol Research Centre. Alison has published a number of papers and book chapters, particularly in relation to the application of motivational interviewing in health care settings. Having conducted hundreds of training courses on motivational interviewing for a broad range of groups, Alison is considered to be among the leading trainers on this subject in Australia.

This training may qualify for Focussed Psychological Strategies (FPS) CPD. Please refer to the Dept. of Health <http://www.health.gov.au/internet/main/publishing.nsf/content/mental-ba-focus#cpd> for more information.

View our range of training topics at www.PDPseminars.com.au to choose from our in-house listings or have one of our calendar events conveniently delivered at your workplace.

Our continuing professional development events meet the quality standard recognised by relevant professional associations including psychology, social work, occupational therapy, mental health nursing, community work, counselling, psychotherapy and more.

We recommend checking with your association for the correct calculation of points.

A certificate of attendance for 6 hours of face-to-face training is issued for all participants.

Morning Session Background to motivational interviewing.
Introduction to the spirit of motivational interviewing.
The continuum of styles.
Understanding ambivalence

Afternoon Session Exploring readiness for change.
The four processes of motivational interviewing.
Motivational interviewing core skills (OARS).
Change talk and sustain talk.
Responding to sustain talk and reducing discord.

“Motivational interviewing is an evidence-based approach that is an essential addition to the repertoire of clinicians.”

Alison Bell

How will you benefit from attending this training?

- An opportunity to reflect on current practice.
- Access skills to encourage change and improve on your current practice.
- Understand and reduce client resistance and conflict in your practice work.

Booking process:

1. Request a quotation.
2. Agree upon a delivery date.
3. Arrange the 50% booking deposit.
4. Finalise balance of booking fee one month prior to the training.

We include:

- Presenter travel and accommodation costs.
- Soft copy of resources.
- Individual attendance certificates for all participants.

Contact our in-house program director 1300 887 622 or info@PDPseminars.com.au for information, quotation or to have a helpful chat about the needs of your team.

This seminar has been designed to extend the clinical knowledge and applied skill of Counsellors, Psychotherapists, Coaches, Psychologists, Hypnotherapists, Social Workers, Community Workers, Mental Health Nurses and Psychiatrists.

Feedback form Alison’s recent presentations of this training:

“Alison’s knowledge was especially apparent reflective of a deep understanding of Motivational Interviewing.”

“Fun, educational and engaging.”

“Alison has a warm engaging and respectful style. I really liked the mix of theory, video, personal stories and practical application”

“Fantastic presentation and very worthwhile training. “Excellent application of theories to a wide range of disciplines.”

“Highly enjoyable and beneficial course for anybody who works in a counselling role”

“Thank you for your insights and experiences which enhanced the learning”

“Very happy with this seminar - very useful and I gained a new awareness of key elements in therapy that I can apply immediately- wonderful presenter”

“Alison was delightful and enjoyable. The training was relevant and engaging- related theory well to practice”

“I have recommended this seminar to colleagues as I have learned so much.”

“Great workshop and presenter!”

“This seminar provided an excellent opportunity for a new graduate and new community corrections officer to learn ways to motivate behaviour change for offenders. The discussion with other participants was especially useful to think of different ways to apply MI skills to different social cohorts in the community.”



Motivational Interviewing: Helping people commit to change.

Two days of essential theory and skills training for immediate use with clients.

Motivational interviewing is a collaborative, goal-oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for, and commitment to, a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion. Motivational interviewing utilises the principles and practices of person-centred counselling to engage a person in a conversation about change. Resistance is viewed as evidence of ongoing ambivalence about change, and is met with reflection and empathy rather than confrontation.

Research studies into the clinical effectiveness of motivational interviewing across a vast range of settings have generally supported the claim that motivational interviewing is an effective and adaptable therapeutic style for preparing and supporting people to change. This two-day motivational interviewing workshop provides participants with an understanding of the theory, spirit and processes of motivational interviewing. Throughout the workshop, participants will have the opportunity to view demonstrations of motivational interviewing and to practice the skills essential to the approach. Workshop participants will be provided with a set of handouts to support their learning both during and following the workshop.

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5. Explain the process of change, drawing on the Stages of Change model and the relationship between importance, confidence and readiness for change.
6. Describe the four processes of motivational interviewing.
7. Discuss the concepts of 'sustain talk', 'discord' and 'change talk'
8. Identify key skills for engaging and encouraging people to express their reasons, needs, desire, ability and commitment for change.
9. Demonstrate strategies for working with people to increase the possibility of change.
10. Discuss the application of the principles and practice of motivational interviewing within a range of settings.



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A certificate of attendance for 12 hours of face-to-face training is issued for all participants.

DAY 1

Morning Session

Background to motivational interviewing.
Introduction to the spirit of motivational interviewing.
The continuum of styles.
Understanding ambivalence.

Afternoon Session

Exploring readiness for change.
The four processes of motivational interviewing.
Motivational interviewing core skills (OARS).
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Responding to sustain talk and reducing discord.

DAY 2

Review of Day One.
The Focusing process.
Exchanging information.
Practicing focusing.

The Evoking process.
Strategies for Evoking change talk.
Practicing recognising, evoking and responding to change talk.
The Planning Process.
Practicing Planning.
Bringing it all together and applying motivational interviewing in practice.
Evaluation and closing.

“Motivational interviewing is an evidence-based approach that is an essential addition to the repertoire of clinicians.”

Alison Bell

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- An opportunity to reflect on current practice.
- An opportunity to improve on current practice.
- Reduce client resistance and conflict in clinical practice.

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