

# APPLYING MOTIVATIONAL INTERVIEWING TECHNIQUES FOR AD VISITS:

## Practice Case Studies for Consideration

### CASE STUDY

- Justine is a 55-year-old cisgender female who presents to her primary care clinic for a routine physical.
- She has hypertension and type 2 diabetes.
- At the beginning of the visit, she expressed to her provider that she's feeling down because she's gained 10 pounds in the past year and isn't feeling as healthy as she has in the past.

### DISCUSSION QUESTIONS

#### 1. As her clinician, what kind of questions could you ask Justine to better understand the change she wants to make?

- *"Has anything changed in the past year that may have influenced your weight gain?"*
- *"Help me understand what you mean by feeling less healthy?"*
- *"What would be easier to do if you were feeling better?"*

#### 2. As her clinician, how will you assess if Justine is ready to make a change?

- *"How important is this change for you?"*
- *"What do you see as the largest barriers to making this change? How can we make a plan to overcome these barriers?"*
- *"Tell me about your eating habits and exercise."*
- *"How do you view health?"*
- *"How do you feel about your quality of life?"*
- *"Do you have a support system?"*
- *"What type of support do you need to achieve your goals?"*

### NEEDS ASSESSMENT QUESTION CRITIQUES

#### 1. *"You must take sexual health histories on all your patients - do you do that?"*

**Why it works/doesn't work:** Aggressive, demanding, close-ended question.

**What you could say instead:**

- *"How do you go about learning about your patients' sexual health?"*
- *"What types of questions are you asking patients about their sexual history?"*

2. *“What are some good things about using the PHQ9 to screen for depression and what are some not so good things?”*

**Why it works/doesn't work:** It explores the pros and cons (a step in motivational interviewing!), but the language could be improved.

**What you could say instead:**

- *“What are some positive aspects of using the PHQ9 to screen for depression and what are some negative aspects?”*

3. *“Do you want to make changes to the way you care for your patients with opioid use disorder (OUD)?”*

**Why it works/doesn't work:** Maintains autonomy, but it's a close-ended question.

**What you could say instead:**

- *“I hear you saying you want to make changes to the way you care for your patients with OUD – tell me more about that.”*
- *“How do you currently care for patients with OUD?”*
- *“How do you want to care for your patients with OUD?”*