



MOTIVATIONAL INTERVIEWING

An Introduction for Providers Treating Type 2 Diabetes

INTRODUCTION

Motivational interviewing, a patient-centered model of care, is a technique that can be used to engage your patients and promote treatment adherence. It makes them partners in the treatment process and encourages them to be responsible for their own care.^{1,2}

For patients with type 2 diabetes, adherence issues related to medication and lifestyle modifications, such as healthy eating and increased physical activity, may complicate successful outcomes if weakly motivated patients are unable to change unhealthy behaviors that exacerbate their chronic condition.³



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Motivational Interviewing: Helping to Facilitate Patient Engagement

Motivational interviewing involves employing a basic structure to guide interactions with members using **OARS** skills^{1,4}:

- **O**pen-ended questions that can help build rapport between the provider/care team and the patient to encourage open communication
- **A**ffirmation through statements of empathy and support of a patient's past successes with behavioral changes or attempts to change
- **R**eflective listening, which involves letting patients express their thoughts and then making statements, not asking questions, to capture the essence of what was communicated, thus creating momentum for motivation to change
- **S**ummarizing all points of discussion to strategically make connections for the patient to express understanding and elicit statements that signal willingness to change

The goal is to help the patient resolve his or her ambivalence, develop momentum for change, and explore issues to increase positive health outcomes.²

Motivational Interviewing: A Collaborative Approach to Care

Motivational interviewing can be used in chronic conditions, such as cardiovascular disease, type 2 diabetes, hypertension, psychosis, and addiction disorders, in which behavioral change is a part of a successful treatment plan.¹

When using motivational interviewing, the following may help improve patient engagement and treatment adherence in your patients with type 2 diabetes²:

- Interactions with your patient can benefit from reimagining the therapeutic relationship to be more like a partnership
- Motivation to change is drawn out from your patient and not imposed
- Responsibility to resolve ambivalence toward change resides within your patient
- Resolving ambivalence is not attained through persuading your patient to change for their own good
- Empowering your patient to examine and resolve ambivalence
- Patient readiness to change can fluctuate depending on the quality of interpersonal interactions in the healthcare setting



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Motivational Interviewing Is Effective and Impactful as Part of a Type 2 Diabetes Treatment Program

Preventive care practices are essential to type 2 diabetes care, and never more so than in patients whose type 2 diabetes is poorly controlled. But successful preventive care is largely dependent on patients diligently and consistently following their treatment plan and adhering to appropriate type 2 diabetes care and self-management.⁵

A number of studies show motivational interviewing can improve upon traditional advice given in the treatment of a broad range of behavioral problems and chronic diseases, including type 2 diabetes.^{3,6,7}

As a provider, you can use motivational interviewing to help communicate with your patients the importance of appropriate type 2 diabetes care and self-management, and serve as a means to facilitate overall health outcomes.³ Specifically, studies have shown:

- Improved metabolic control in adults with type 2 diabetes³
- Short-term weight loss that was considered clinically meaningful for reducing diabetes risk⁷
- Increase in levels of physical activity promoting clinically significant weight loss⁷



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*Motivational interviewing may help change underlying behaviors associated with weight management, which, in turn, influences weight loss in patients with type 2 diabetes.*³
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Motivational interviewing is a method of engaging your patients with type 2 diabetes to help enable the treatment plan to be more effective and impactful, especially as part of a weight management plan, stand-alone treatment, or adjunct to other treatments.³

References: 1. Rollnick S, Miller WR, Butler CC. *Interviewing in Health Care: Helping Patients Change Behavior*. New York, NY: The Guilford Press; 2008 2. Stewart EE, Fox CH. Encouraging patients to change unhealthy behaviors with motivational interviewing. *Fam Pract Manag*. 2011;18(3):21-25. 3. Christie D, Channon S. The potential for motivational interviewing to improve outcomes in the management of diabetes and obesity in paediatric and adult populations: a clinical review. *Diabetes Obes Metab*. 2014;16(5):381-387. 4. Hohnman M. *Motivational Interviewing in Social Work Practice*. New York, NY: The Guilford Press; 2012. 5. Centers for Disease Control and Prevention. *Diabetes Report Card: 2012*. Atlanta, GA: U.S. Department of Health and Human Services, Centers for Disease Control and Prevention; 2012. 6. Dellasega C, Añel-Tiangco RM, Gabbay RA. How patients with type 2 diabetes mellitus respond to motivational interviewing. *Diabetes Res Clin Pract*. 2012;95(1):37-41. 7. Greaves CJ, Middlebrooke A, O'Loughlin L, et al. Motivational interviewing for modifying diabetes risk: a randomized controlled trial. *Br J Gen Pract*. 2008;58(553):535-540.