The Power to Motivate

Webinar Presenter: Dr. Reagan North
Webinar Date: March 30, 2020
Learning outcomes:

• Build working relationships with students by displaying empathy

• Use Motivational Interviewing skills to increase the chances students will move beyond the status quo

What issues do you struggle with most when trying to help students?
Why Motivational Interviewing?

It Works
Addiction Treatment
Medical Care
Organizational Leadership
Education
Education

Grades

Homework & Class Participation

Attendance

Behavior Issues

Atkinson & Amesu (2007); Atkinson & Woods (2003); Cryer & Atkinson (2015); Snape & Atkinson (2017); Ratanavan & Ricard (2018); Strait et al. (2012); Terry et al. (2013); Terry et al. (2014)

It Works Quickly

15-20 Minutes!!
MI = Empathy + Change Talk

Empathy...
is the ability to accurately understand a student’s perspective AND to reflect their perspective back to them.
How to NOT show Empathy

1. Give Advice
2. Ask Closed-Ended Questions
3. Ask Too Many Open-Ended Questions

How to show Empathy

1. Reflect, Reflect, Reflect!
2. Ask Some Open-Ended Questions
SIMPLE REFLECTIONS

Scenario: Student says, “I don’t finish my homework because I’m too busy with other stuff.”

COMPLEX REFLECTIONS

Scenario: Student says, “I don’t finish my homework because I’m too busy with other stuff.”

EMOTIONS

VALUES

“You’re feeling...”

“It’s important to you...”
The therapy dog after I share all my problems

MI = Empathy + Change Talk
Change Talk and Sustain Talk

**Change Talk**
*reasons, desire, ability, need, willingness, commitment, and taking steps to change*

**Sustain Talk**
*reasons to keep things the way they are, to support the status quo, to not embark on the journey toward change*

**GROW**

**Change Talk**

**shrink**

**Sustain Talk**

**Scenario:** Student says, “Your guidance lesson about community college was interesting, but I’m planning on going to work for my uncle after high school.”

**REFLECT** **REFLECT** **REFLECT**
QUERYING EXTREMES

“What is the best thing that could happen if you do make this change?”

“What is the worst thing that could happen if you don’t make this change?”

GROW Change Talk

CHANGE RULER

“On a scale of 1 to 10, with 1 being not important and 10 being extremely important, how important is it to make this change?”

“What makes you a 6 and not a 5?”

**IMPORTANT**: Undercut their number

GROW Change Talk
TWO Roads

GROW Change Talk

TWO ROADS

What determines your direction in life? It's essentially the result of thousands of small decisions. The goal of this activity is to help you consider what you would like to pursue in a goal that would make your life better.

ROAD 1

ROAD 2
TWO ROADS

What determines your direction in life? It’s essentially the result of thousands of small decisions. The goal of this activity is to help you consider what it would be like to pursue a goal that would make your life better.

ROAD 1

ASSETS

ROAD 2

GOAL