



Motivational Interviewing for Health Care Professionals

By Bruce A. Berger, William A. Villaume

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Motivational interviewing has been shown to improve treatment adherence and outcomes, promote health behavior change, improve patient satisfaction with care, and increase retention rates in complex case management.

Motivational Interviewing for Health Care Professionals: A Sensible Approach presents a new way of teaching the theory and practice of motivational interviewing to health care professionals. The book illustrates how motivational interviewing effectively replaces everyday persuasive strategies and language habits that trigger resistance in patients. It addresses those aspects of motivational interviewing that typically pose problems for health care professionals such as how to share medical expertise while at the same time empowering the patient by maintaining his or her autonomy in the decision-making process. Using motivational interviewing skills will enable health care professionals to communicate with patients in a clear, concise, and structured way. Health care professionals in all practice settings will have a greater impact on improving patient outcomes by using the tools and skills in this book.

Key Features:

New theoretical description of motivational interviewing developed specifically for health care professionals

Practical, step-by-step approach to motivational interviewing

Over 35 health care professional/patient dialogues demonstrate motivational interviewing skills

Three case studies including comprehensive dialogues and analyses demonstrate effectiveness of motivational interviewing in health care

Links to vides of the case studies

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Editorial Review

Review

A key strength of the book lies in one of the final chapters, where the authors guide the reader through several cases. For each case, a full conversation between a health professional and patient is presented, with and without the use of MI. There is a clear discrepancy between the two styles of communication, and the reader can recall how the concepts of MI relate to each situation. The authors also provide an analysis of each case to reinforce and clarify important points. To emphasize the message further, a link and QR code allow the reader to view brief videos for each case. Watching these interactions drives home the benefits of using MI and helps the reader better understand how to apply these principles in practice. The book is eye-opening for health professionals who may not be familiar with MI, and it introduces a new way to communicate effectively with patients. Readers can use the tools and real-world examples to immediately begin implementing MI in their practice. --Pharmacy Today, March 2014

This can serve as a useful reference and should be reviewed by any healthcare professional whose interactions with patients involve changing patient behavior or patients making decisions related to their healthcare. --Christina Rose, PharmD Temple University Hospital

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About the Author

Bruce A. Berger, PhD, is professor emeritus, Harrison School of Pharmacy, Auburn University and president of Berger Consulting, LLC in Auburn, Alabama. He is co-developer of comMIT (Comprehensive Motivational Interviewing Training) with William A. Villaume, MDiv, MA, PhD, professor emeritus, Harrison School of Pharmacy, Auburn University. Both authors have many years of research and teaching experience in patient communication and MI.

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