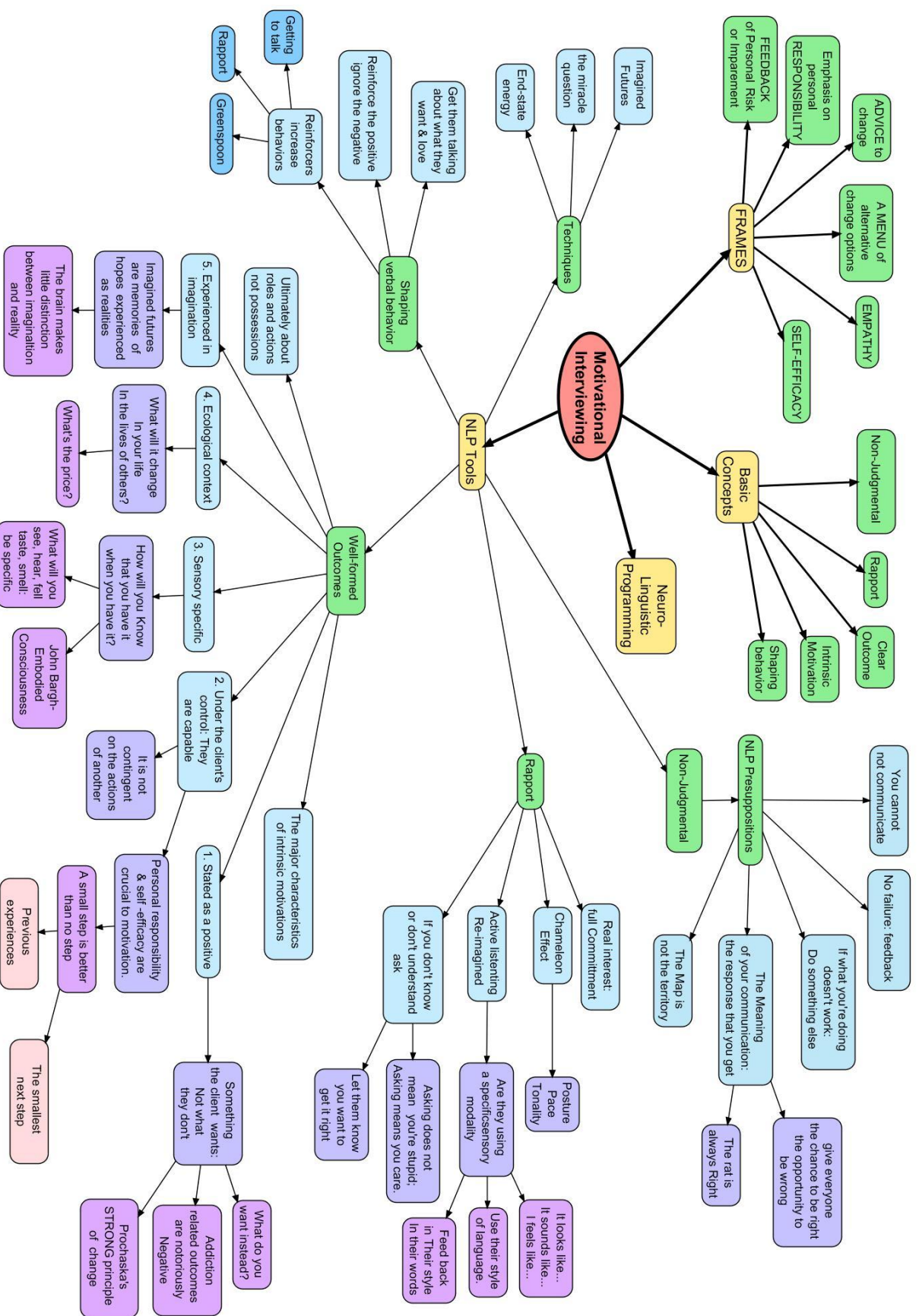


## **Tools for Enhancing Motivational Interviewing**

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## **Exercise: Physical matching—The Chameleon Effect**

Break into groups of three.

Person 1: clinician/counselor

Person 2: subject/client

Person 3: Observer/time keeper.

### **15 minutes**

Person number one: Ask the client to tell you about a significant event in their life. Listen casually for a few minutes and then, without telling the other person, begin to subtly match their physical posture, rhythms and gestures. Remember to lag behind them by about two seconds and to approximate rather than slavishly imitate their gestures and postures. Use cross matching (another body part or opposite body parts). Start slowly, perhaps only matching general posture and important gestures. Never exaggerate but downplay. If they seem to be pointing to a spot in the air, feel free to point to that spot—in the same place—as you respond. Remember that it is very good if your subject begins to imitate you. See how intense the dance between you and your partner can become. Continue the conversation from this perspective.

Person number two: Keep talking but make some effort to notice whether at any time the flow of conversation becomes easier or more fluid; when or if you feel closer to Person one, or whether you feel that they understand you better.

Person Number three: Keep time and after the end of five minutes, signal the participants to stop. In the meantime, observe what if any effects you may observe in the flow of the interaction between the clinician and the client.

Discuss your observations for a few minutes and then switch so that everyone has a turn.

## Exercise: Matching Language

Break into groups of three.

Person 1: clinician/counselor

Person 2: subject/client

Person 3: Observer/time keeper.

### 15 minutes

Person number one: Ask the client to tell you about a significant event in their life. Pay close attention to their language and especially to sensory cues that may tell you about what sensory system they are using. After listening and responding normally for about two minutes, begin to reflect back and respond to them using the kind of sensory language as they have been using. If they were talking about feelings, make sure that your response is about feelings. If they are describing things that they've seen, talk about seeing that. If they mix senses, do your best to feed back the same mix in the same order.

- Are they speaking in terms of what they see? Do you see what I'm saying? Can you picture that?
- Are they talking about what they hear? It sounds good to me. Something was off key. Are you listening?
- Are they talking about their feelings? Do you grasp my meaning? Did you catch that? Do you feel me?

If there is no obvious sensory preference, repeat back the two or three most important ideas in their own language.

Client: I'm sick and tired of the lame excuses that I get every day.

Counselor: So, you're sick and tired of the lame excuses?

Client: Yeah, I've had it up to here.

Counselor: You've had it, eh?

Person number two: Keep talking but make some effort to notice whether at any time the flow of conversation becomes easier or more fluid, when or if you feel closer to Person one, or whether you feel that they understand you better.

Person Number three: Keep time and after the end of five minutes, signal the participants to stop. In the meantime, observe what if any effect the change language, matching sensory system or matching phrases, has had on the interaction between the clinician and the client.

Discuss your observations for a few minutes and then switch so that everyone has a turn.

OUTCOME :

1. Is the outcome related to who you are or a deep sense of who you could be?
2. Is it stated in the positive, or can it be stated in the positive? State it.
3. Is it under your personal control? How?
4. Can you specify three different ways in which you will know that you've gotten it if you get it?
5. Do you want this all the time? Is it appropriate everywhere? Should it be limited to a specific context?  
When do you want it?  
When don't you want it?  
When is it right?  
When is it wrong?
6. What will it change in your life and in the lives of the people around you?  
Be specific:
7. Experience now, in your imagination, how you will look and feel, what you will see and hear when this is a reality.  
Describe what you see and hear and feel. Who is there? What is it like? Be there Now.
8. Move backwards and forwards from the final realization of the goal to discover the steps that make it possible. List the steps
9. Enumerate five steps necessary to get from here to there.
  - 1).
  - 2).
  - 3).
  - 4).
  - 5).

## Exercise: The Smallest Next Step/Miracle Question

Person one: PO/counselor/therapist

Person two: Client/offender/patient

Person three: Observer/Time Keeper

Person One: Establish rapport and ask the client to find a mild problem that they have not been able to resolve---nothing life shattering; this is an exercise.

Person Two: Think of a mild problem and begin to discuss it with the therapist/probation officer/ counselor.

Person Three: Keep time and observe the changes in verbal behavior in persons One and Two.

Person One, use the following response possibilities along with open questions to get the client to think about possible resolutions and changes that would be meaningful to them.

### Examples

1. Can you tell me about times when you may have done this before and you made different choices? What worked best for you when something did?

When it did work, how did you make that happen--even if it was only for a short time.

Tell me some of the ways you'd do it differently if you were to do it now? Imagine doing it that way and making the changes necessary for it to really work for you.

How would that make you feel? Step all of the way into that feeling and find out how that would be. Notice how you experience that in your body now.

Allow yourself to continue in that feeling and, as you focus on that feeling, **what is the smallest next step that you can take to help make this change permanent?** Tell me what comes to mind as you focus on the feeling; don't think it through, just notice what comes to mind.

2. Do you know someone else who has made a change like this, and can you tell me what their experience was like?

Just for a minute, make believe that you could step into their body and into their experience and just get a sense of how that makes them feel. Notice where that feeling is centered in your body. Could you live with that? Notice how the feeling moves through your body. As you focus on the feeling, think about the smallest next step that you could take right now to start making this possible. ? Tell me what comes to mind as you focus on the feeling; don't think it through, just notice what comes to mind.

Imagine that you had done that and it was already done. Look inside as if you were there NOW, and tell me, how does that feel?

How will it feel when this is no longer a problem? Look inside and notice where you would be feeling that NOW.

3. Imagine that a miracle happened last night and when you awakened, the problem was no longer there. What would be different in your life? Name several of the changes and tell me how you would feel about them.

Look inside and find the place where that feeling is centered. Step all of the way into that feeling and take just a minute to enjoy that.

Think of some times when you've experienced this feeling or these kinds of choices before, even if they were not related to the problem. Would you like more of that?

As you focus on this feeling, what is the smallest next step that you could take in order to make this future possible? Tell me what comes to mind as you focus on the feeling; don't think it through, just notice what comes to mind.



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