



# *Motivation and Treatment Interventions*

NIAAA Social Work Education  
Module 6

(revised 3/04)



# Outline

- Treatment Adherence
- Motivational Interviewing
- Brief Interventions
- Motivational Enhancement Therapy (MET)
- Cognitive Behavioral Therapy (CBT)
- Relationship Enhancement Therapy (RET)
- Limitations, Matching
- Pharmacological Interventions
- Future and Issues



# *Treatment Adherence*

Moving from assessment to treatment requires addressing the sources of adherence problems

- Client beliefs and perceptions about the problem
  - Perceptions about treatment
  - Ambivalence about change
  - Expectancies about treatment outcomes



# *Treatment Adherence (continued)*

*Individuals who do not believe that they have problems that need changing, and are placed in a treatment that they do not believe will help, are susceptible to adherence problems*

- Level of self-efficacy
- Barriers
- Previous negative treatment experiences
- Practitioner outcome expectancies
- Stigma



# *Treatment Adherence (continued)*

- Client blaming and negative labeling impede adherence
- Shift to interactional perspective
- Root treatment approaches in readiness to change/motivation processes (e.g. MI)

**hard to reach**

**unmotivated**

**resistant**



*Motivational Interviewing (MI)*

**Adherence**

**improves**

**treatment**

**outcomes**

Adherence  
improves  
treatment

# *Motivational Interviewing (MI)*

- *Motivational Interviewing (MI) ensures participation in treatment by:*
  - *Modifying unrealistic treatment expectations*
  - *Resolving client ambivalence*
  - *Enhancing client self-efficacy*



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# Motivational Interviewing (MI)

- *Motivational is a critical element in facilitating treatment adherence and positive outcomes*
- *MI is a style, not a specific technique*



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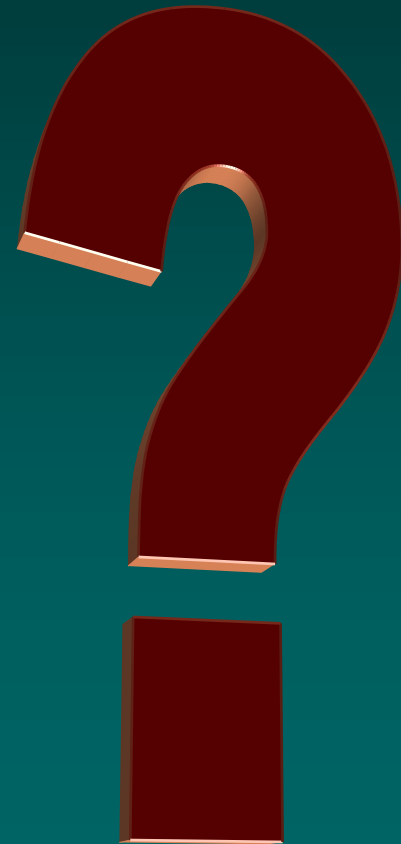
- *MI can be a stand alone approach or an add-on to other forms of treatment*





# *Motivational Interviewing (continued)*

- *Interviewing style elements:*
  - *Ask open-ended questions*
  - *Conduct empathetic assessments*
  - *Discover client's beliefs*
  - *Reflective listening*



# *Motivational Interviewing (continued)*

- *Motivating strategies:*
  - *Normalize client doubts*
  - *Amplify client doubts*
  - *Deploy discrepancy*
  - *Support self-efficacy*
  - *Review past treatment experiences*



# *Motivational Interviewing (continued)*

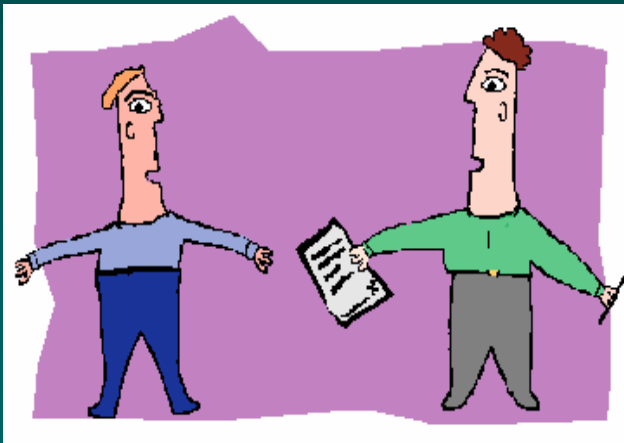
- Motivating strategies (continued):
  - Provide relevant feedback
  - Summarize sources of non-adherence
  - Negotiate proximal goals
  - Discover potential barriers
  - Display optimism
  - Involve supportive significant others



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# Motivational Interviewing (continued)

- Treatment is negotiated
- Incorporates:
  - Client perceptions of needs
  - Client preferences
  - Client outcome expectancies
- Requires:
  - Assessment
  - Assessment feedback



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# *Motivational Interviewing (continued)*

- Present menu of options
- Client choice based on need and capacities
- Possibly employ incremental approach
- Make long-term goals into “doable” units
- Discuss “setback” issues



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# *Brief Interventions*

- Intended for at-risk drinkers or those in early stages
- Applied in a broad array of settings outside traditional alcohol treatment systems (non-specialized treatment settings)
- Effective and cost effective



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# Brief Interventions (continued)

- Time-limited, structured
- Self-help
- Prevention strategy
- Negotiated reduction in alcohol use
- Not teaching specific skills
- Not changing social environment



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# *Brief Interventions (continued)*

## Steps:

Screening

Assessment

Advice giving

Assessing motivation for change

Establishing drinking goals

Conducting follow-up





# Brief Interventions: Screening

*“On average, how many days a week do you drink?”*

*“On a day when you drink alcohol, how many drinks do you have?”*

*“What is the maximum number of drinks you consumed on any given occasion during the past month?”*

- Positive screen = Women >7/week or >3/occasion,  
Men >14/week or >4/occasion



# *Brief Interventions: Assessment*

- Perform with anyone who drinks above established cut-offs
- Assess potential alcohol-related problems
- Assess for symptoms of dependence
- Refer to specialist practitioner if evidence of alcohol dependence

# *Brief Interventions: Advice Giving*

- Express concerns about the alcohol use pattern
- Provide personalized feedback about how alcohol affects person
- Advise about need to change the drinking behavior





# *Brief Interventions: Assessing Motivation to Change*

1. Not interested (precontemplation)
2. Considering change (contemplation)
3. Ready for action (preparation)
4. Initiating action (action)
5. Already acting (maintenance)

# *Brief Interventions: Establishing Drinking Goals*

- Negotiate specific drinking amounts
- Establish specific dates
- Develop a written contract
- Offer resources, materials, information, workbook, exercises, drinking diary



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# *Brief Interventions: Conducting Follow-up*

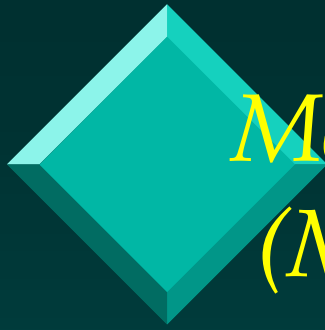
- Review drinking goals
- Assess ongoing problems
- Support ongoing efforts to change
- Assess new problems that might emerge

# Brief Interventions (continued)

- Most trials found a greater reduction in alcohol use among intervention groups compared to controls
- Methodological limitations exist



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# *Motivational Enhancement Therapy* *(MET)*

Derived from the **FRAMES** model

**F**eedback

**R**esponsibility

**A**dvice

**M**enu

**E**mpathy

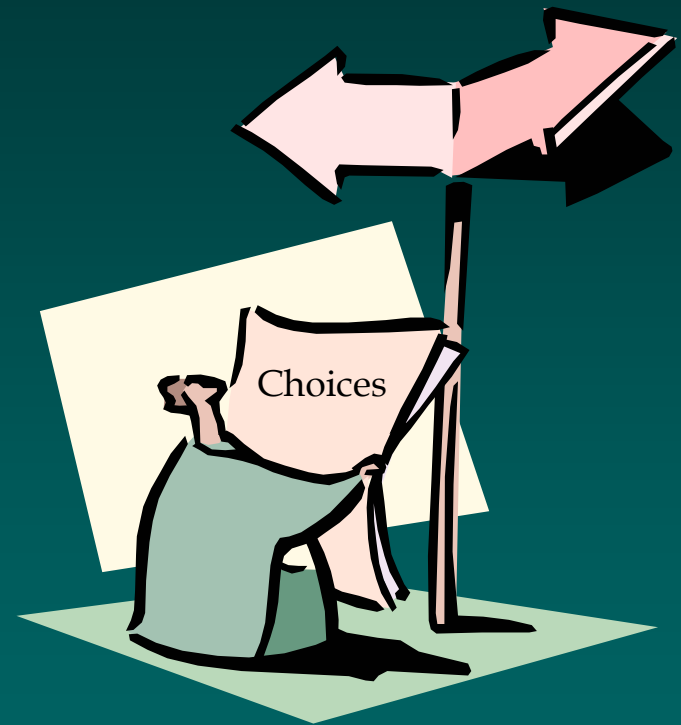
**S**elf-efficacy

Source: Miller & Sanchez, 1994



# *MET (continued)*

- Express empathy
- Develop discrepancy
- Avoid argumentation
- Roll with resistance
- Support self-efficacy
- Ensure client choice
- Convey optimism



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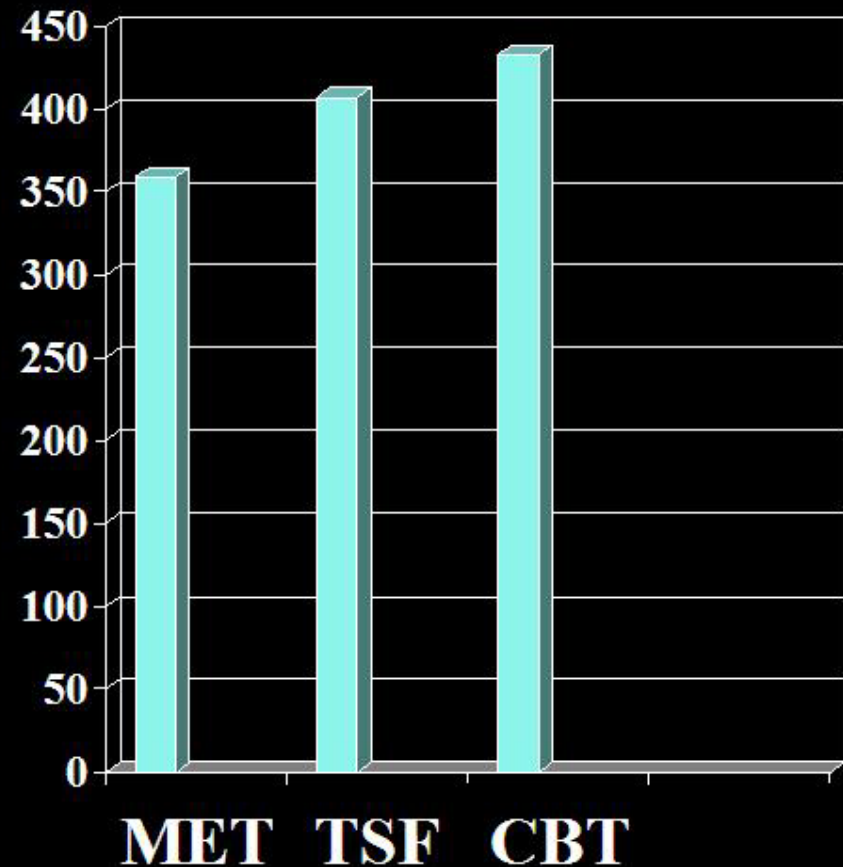
# *MET (continued)*

- Phase I:
  - Establish rapport
  - Provide personal feedback
  - Build motivation
- Phase II:
  - Strengthen motivation
  - Develop specific change plan
  - Commitment
  - Move to action



# *MET (continued)*

- Evidence suggests that MET is effective
- Evidence indicates that MET is cost-efficient



# MET (continued)

## Client/Treatment Matching

- Matching treatment to
  - Client characteristics
  - Readiness to change to improve adherence
- For clients with high anger levels, MET was superior to
  - Cognitive Behavioral Therapy (CBT)
  - Twelve-Step Facilitation (TSF)



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# Cognitive Behavioral Therapy (CBT)

- Skills building (not motivation) interventions
- Targets a wide range of objectives:
  - To improve social skills
  - To reduce psychiatric symptoms
  - To reduce anger
  - To increase social support
  - To facilitate job finding



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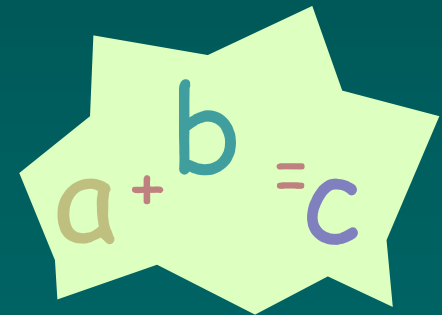
# *CBT (continued)*

20-20-20 rule



## *CBT (continued)*

- Effective when delivered as part of comprehensive program, not as a stand-alone
- Most effective at changing social environment context
- More effective than other treatments when added to pharmacotherapy



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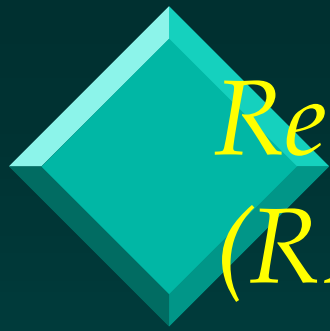


## *CBT (continued)*

### Client/Treatment Matching:

- Aftercare with low alcohol dependence... Cognitive Behavioral Therapy better than Twelve-Step Facilitation
- More alcohol dependence symptoms... Twelve-Step Facilitation better
- Higher degree of psychiatric severity... Cognitive Behavioral Therapy better than interactional therapy
- High drinking support environment... Cognitive Behavioral Therapy better than Relationship Enhancement Therapy





# *Relationship Enhancement Therapy (RET)*

- Promotion and active involvement of supportive significant others (SSO)
- SSO may be child, parent, friend, clergy, self-help group member
- Examples:
  - marital or family therapy
  - mutual help opportunities

# RET (continued)

## Benefits

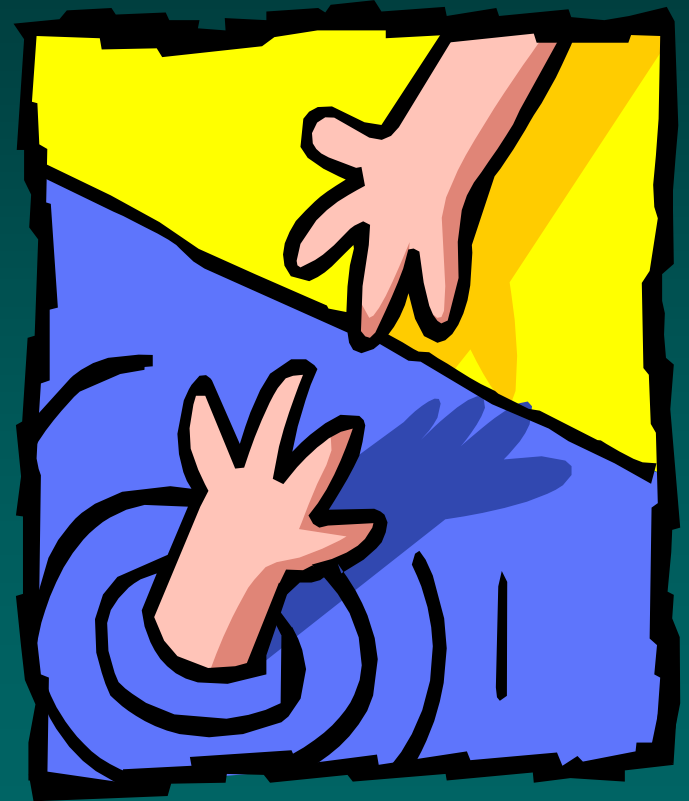
- Increase awareness about problem
- Enable acceptance of responsibility for change
- Buttress motivational readiness
- Improve interaction patterns that promote and reinforce sobriety
- Reduce interaction patterns that trigger or reward problem drinking
- Increase social networking



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# RET (continued)

- Common goals include:
  - Compliance, motivation, promote sobriety, emotional ties, abstinence networks, coping capacities, spirituality
- Ideal SSOs:
  - Support sobriety, support is valued by client, not experiencing alcohol-related hardship



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# *RET (continued)*

- RET is superior to control groups on several outcome measures:
  - Drinking
  - Marital stability
  - Motivation
  - Compliance



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# *Limitations*

- Research requires “purity” for comparison; reality requires blending and variability due to the differential needs and capacities of heterogeneous populations
- Need better, more comprehensive theory of client-treatment matching



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# Matching

## Phase Model of Matching

- How to deliver treatments over time?
- Change is a dynamic, contextualized process
- Client-treatment matching effects are short-lived unless therapeutic ingredients interact with circumstances, conditions

## Use of Decision Trees

- Link specific modules to stated preferences and assessed needs/capacities
- Flexible model with real-world applicability
- Clinical research tests the principles underlying

# Pharmacological Interventions

Important and revolutionary advances in pharmacological agents for treating alcohol problems

*Naltrexone* = opioid antagonist, dealing with pleasure areas of brain activity

*Acamprosate* = glutamate antagonist, dealing with negative areas of brain

Combinations



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# *FUTURE: Combining Treatments*

- Pharmacology alone is not an answer
- As individuals start to feel better medically they need other social and psychological treatments to support them
- Extend benefits beyond 3-month drug therapy period with other treatments
- Medications can enhance efficacy of other treatments (e.g., Naltrexone + CBT)





# Combining Treatments (continued)

Benefits	Medication	Psychosocial
Enhance motivation	✓	✓
Improve coping		✓
Enhance network support		✓
Leisure-time counseling		✓
Cravings, urges	✓	✓



# Combining Treatments (continued)

Benefits	Medication	Psychosocial
Therapeutic alliance	√	√
Priorities setting		√
Facilitate compliance (treatment, medication)	√	√
Overcoming obstacles		√
Changing beliefs	√	√
Improving attitudes	√	√

# *Non-Treatment?*

- Change may or may not require professional treatment to occur
- Natural history and process of change is consistent either way
- Treatment may support natural change efforts



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# *Appendix*

## Addressing Treatment Adherence Problems



# *Addressing Adherence*

For Problem Acceptance:

- Risk from client misperceptions, misunderstandings, uncertainties about beliefs and/or problem seriousness
- Use empathic reflection, awareness building, deploy discrepancies, normalize unclarities, use open-ended questions, elicit “change talk”, amplify doubts



# *Addressing Adherence*

For Treatment Acceptance:

- Risk from previous negative treatment experiences, misperceptions about need, negative therapist or treatment outcome expectancies, barriers to care, ambivalence about change, low self-efficacy
- Use information, support self-efficacy, display optimism, decisional balancing, explore and address barriers, negotiate proximal goals, involve SSO



## *Addressing Adherence (continued)*

- Phase I: Assess and understand why the client may be unable or unwilling to participate in treatment
- Phase II: Aim at helping the client to develop an adherence plan that is appropriate to his/her capacities, resources, and treatment



# *Addressing Adherence (continued)*

## Phase I

- Conduct an empathic assessment
- Review chain of events leading to program
- Discuss importance of events to change
- Detect early warning signs of nonadherence
- Communicate understanding about nonparticipation
- Help make client aware of, and sort out reasons for, nonadherence





# *Addressing Adherence (continued)*

## Phase I (continued)

- Review past and current treatment experiences related to nonadherence
- Ask about and re-discuss goals, therapist style factors, outcome expectancies
- Make client sensitive to ongoing pattern of nonadherence



# *Addressing Adherence (continued)*

## Phase II

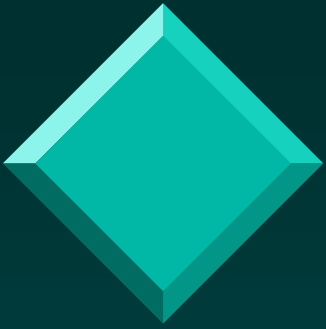
- Log negative feelings about the treatment process
- Identify and involve significant others for support
- Break down large goals into manageable tasks
- Present a menu of options



# *Addressing Adherence (continued)*

## Phase II (continued)

- Review the pros/cons of options
- Address decisional balance
- Do not negotiate with doubts or if conditions indicate you should
- State concerns about nonparticipation
- Obtain agreement before opinion
- Summarize and plan for anticipated sources of nonadherence
- Communicate non-perfection message



## *Appendix:*

# Using Reflective Strategies



# *Reflection*

Reflection is not a passive process, it is a highly selective process involving:

- Direction (to draw attention)
- Reinforcement (to strengthen and build up)
- Exaggeration (to elicit correction from the client)
- Amplification (to heighten effect)
- Increase awareness (linking pieces of information)



# *Reflection*

Multiple levels of reflection exist:

- Simple reflection
- Amplified reflection
- Double-sided reflection
- Reflection of expressed or inferred feelings or affect
- Reflection of meaning