Getting to the Heart and Mind of the Matter

Motivational Interviewing

Reflection on Conversation Goals of Extension Professionals

A person's readiness can inform the focus of your conversation with them. Perhaps the focus of one conversation is to increase a person's importance to get a vaccination by connecting it to their values. Yet, in another conversation, the focus could be simply building a positive relationship with an Extension Professional. Yet another conversation could focus on increasing a person's confidence in talking to their family members about their decision to get a vaccine. Overarchingly, any conversation will be grounded in MI Spirit: Partnership, Acceptance, Compassion, and Evocation. Another way to think about this is: listen more, talk less.

For Extension Professionals, some of the most challenging conversations about vaccines may be around the topic of whether other Extension professionals or members of the community think Extension should be engaged in vaccine education. This topic provides a great opportunity to reflect on and put into practice the various motivational interviewing skills covered in this section. Keep in mind, the motivational interviewing skill that is used is dependent on the needs of the conversation. There is not a magical order to which motivational interviewing skills are used, as all can have a place in any conversation.

Here is an opportunity for you to practice having these conversations. Imagine that an Extension stakeholder has made the following statement to you:

"Extension shouldn't be in the business of vaccine education."

Write out possible statements or your personal thoughts in utilizing the following MI strategies:

Think back to MI Processes. How could you engage this person in a conversation?

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What could be the potential focus of this conversation?

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How could you Assess their Readiness?

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How could you use Ask-Offer-Ask?

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What Open-Ended Questions could you ask?

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What Affirmations could you offer?

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Write down a sample Simple Reflection:

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Write down a sample Complex Reflection:

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How could you evoke Change Talk?

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How Could You Avoid the Righting Reflex?

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