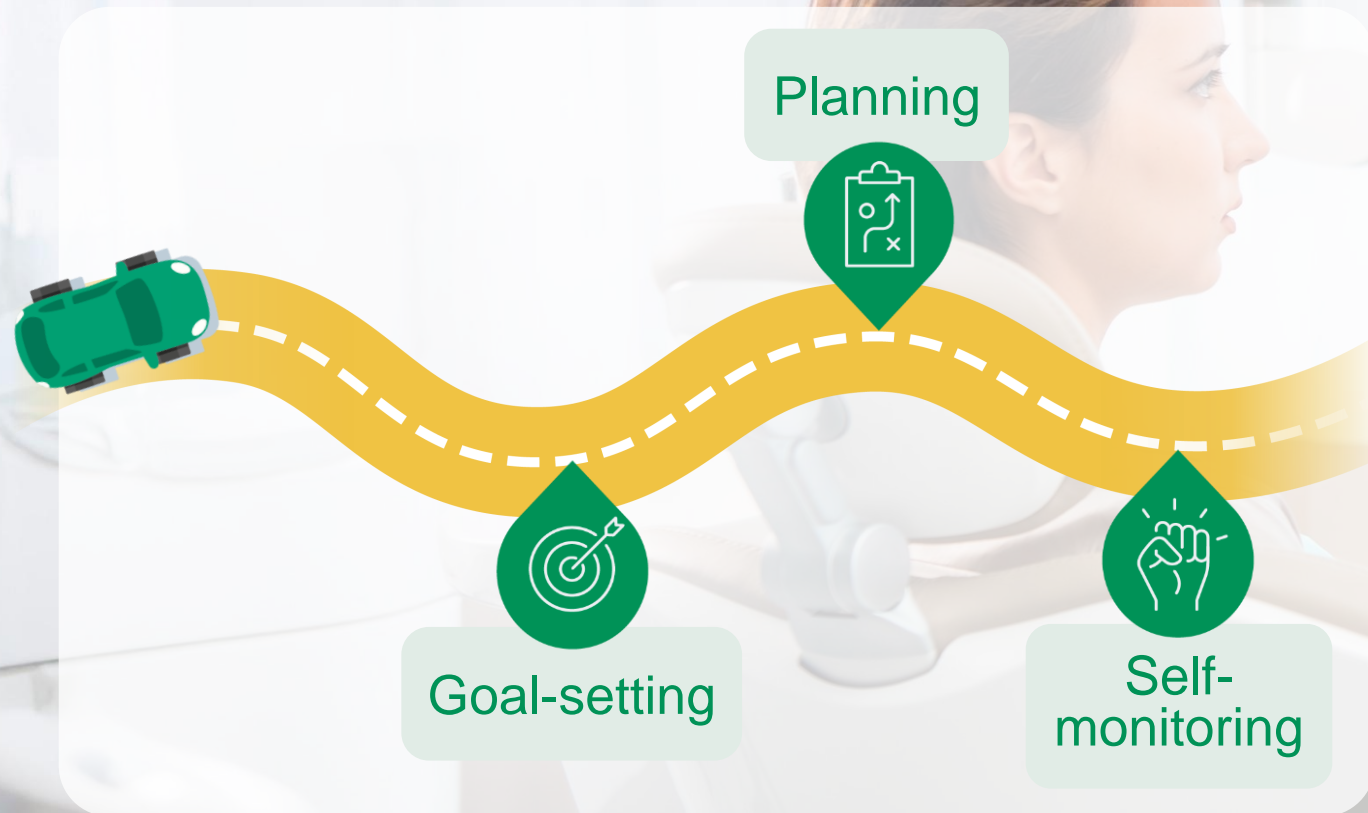


## Module 3

Motivational  
interviewing

# Video lecture

# MI enables the collaborative approach central to GPS



MI helps you engage with patients in a **collaborative**, patient-centered way

Think of GPS as the roadmap to behavior change, with MI as the **car helping us navigate each step**



# MI facilitates empowering conversations



## Collaboration

Build **collaboration** with your patients



## Evocation

Evoke their ideas instead of imposing solutions



## Autonomy

Support their autonomy to **make their own choices**



# The spirit of MI





# Some practical examples

Respectfully listen to understand your patient's perspective without judgment or rushing to solutions

**Express Empathy**



**Patient-centered conversation**

*Thanks for sharing how you care for your teeth. Is there anything about it that concerns you?*

*It sounds like you are very committed to your oral health. How is everything going for you?*

# Some practical examples

*It sounds like you're really committed to your oral health, but you feel that flossing isn't the right fit for you.*

*What do you think you're doing well?*

*What would you like to change?*

*What have other people said to you?*

**Explore  
Discrepancy**



Highlight gaps between current behavior and goals

**Patient-centered  
conversation**



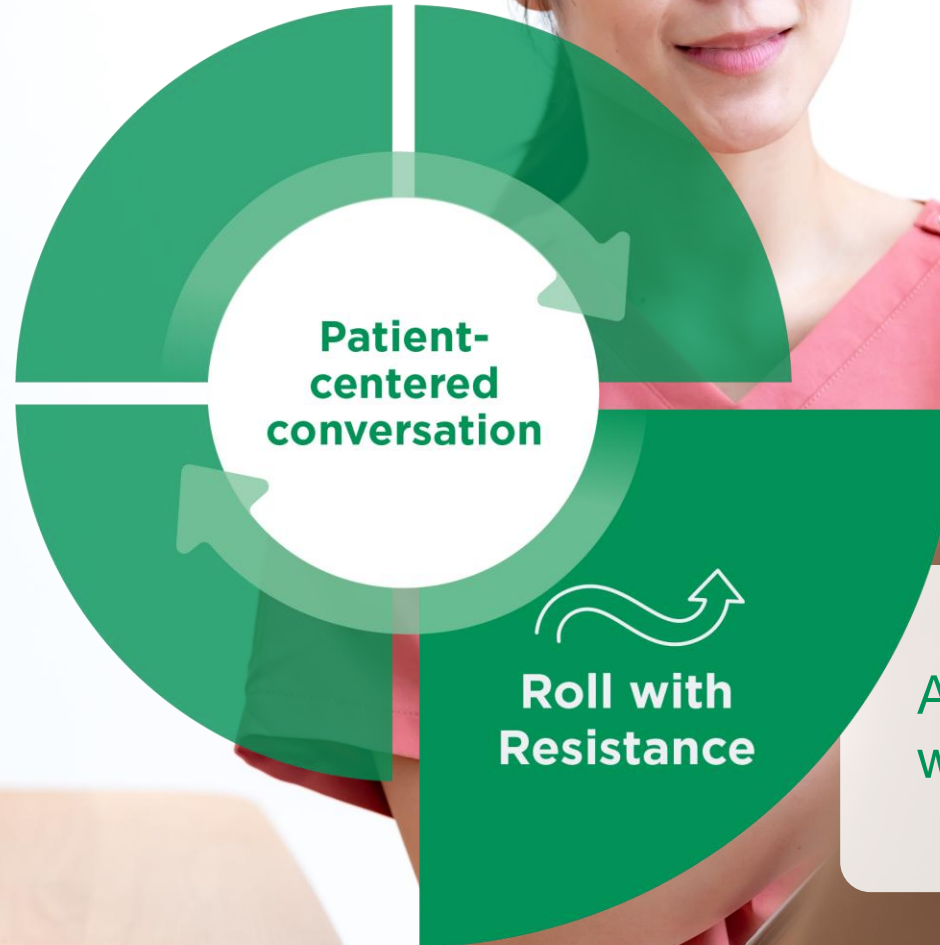
# Some practical examples

“

*Yeah, it's tough to change,  
isn't it? What are the things  
that make it difficult for you?*

*What do you think is good  
about your current situation?*

”



Adapt to resistance  
without confrontation

# Some practical examples

Patient-centered conversation



Support  
Self-Efficacy

Build  
confidence  
to empower  
change

*You already do such a great job with brushing your teeth twice a day. Do you think you could try interdental cleaning once a day?*

*Wow, that's a great goal, but it might be a big change. Do you think we should start smaller and see how it goes?*





# MI questions



## 0. Baseline Assessment

Assess current  
situation

- Is there anything about your teeth that concerns you?
- How is everything going for you?
- How do you feel about your oral hygiene?
- Can you describe your current oral hygiene routine for me?



# MI questions

1.

## Goal Setting



Ask what is  
important for your  
patient and  
yourself

Try to find  
common ground  
and identify  
shared goals

“

- What would you like to change?
- What is important to you when it comes to your oral health?
- What do you think you're doing well?
- What's one small change you're ready to make?
- What motivates you to take care of your teeth and gums?
- How important is (your breath/ your smile/ your gums) to you?
- How would achieving this goal make a difference for you?
- What benefits do you see in improving your oral care routine?

”

# MI questions

## 2.

### Planning



Decide the what,  
when, where and  
how of behavior  
change

- So, we have agreed a goal for [X]. When might be the best time for you to do that?
- What small steps could you take to get started?
- Where will you do it?
- What would you need, do you have [X] at home?
- Do you know where to get [X]?
- What should we do if things don't work out – like if you're tired or run out of [X]?
- Can we tie [X] to a habit you are already doing?
- Would it be okay if I shared some tips that might help?



# MI questions

## 3.

### Self-monitoring



Introduce a self-monitoring tool

Set up follow-up

On next appointment, adjust goals if necessary

- Would tracking your progress help?
- What would work best for you – an app, a checklist, or something else?
- How often will you check in on your progress?
- If you find yourself forgetting, what could help you stay on track?
- What might help you stay consistent if things get difficult?
- What's been going well so far, and what's been challenging?
- Can we check in at your next visit to see how it's going?

**Ready to put GPS into action?**

**Use the GPS template and the sample MI questions to apply what you've learned in a real-life setting through role-playing.**