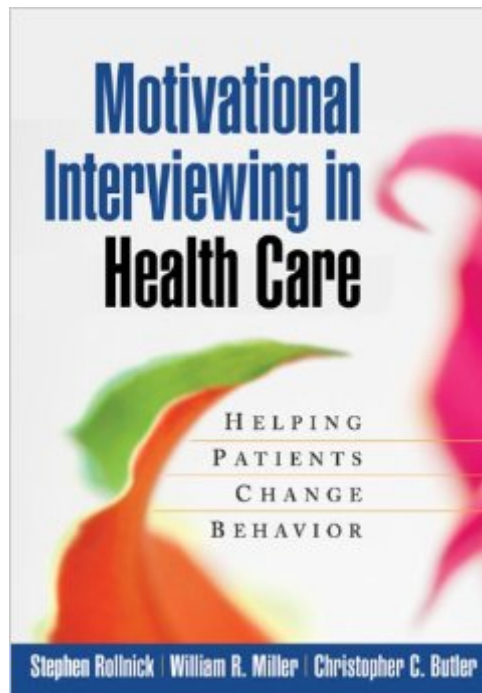


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# Motivational Interviewing In Health Care: Helping Patients Change Behavior (Applications Of Motivational Interviewing)



## Synopsis

Much of health care today involves helping patients manage conditions whose outcomes can be greatly influenced by lifestyle or behavior change. Written specifically for health care professionals, this concise book presents powerful tools to enhance communication with patients and guide them in making choices to improve their health, from weight loss, exercise, and smoking cessation, to medication adherence and safer sex practices. Engaging dialogues and vignettes bring to life the core skills of motivational interviewing (MI) and show how to incorporate this brief evidence-based approach into any health care setting. Appendices include MI training resources and publications on specific medical conditions. This book is in the Applications of Motivational Interviewing series.

## Book Information

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## Customer Reviews

Motivational Interviewing in Health Care By Rollnick, Miller and Butler As an experienced neurologist (read 'old') I have spent decades and read many books about interviewing: neurological, psychiatric, difficult, challenging, etc., etc. In serial publications over 20 years or more, Dr. Miller and others have refined the process of how to converse to effectively motivate patients to do what (you think) they should do. Doctors know that figuring out what a patient needs is only the beginning of the overall process. Selling the patient is important in medicine if optimum results are to be attained.

This book is a communication guide. This book shows you how to convince the patient he needs and really wants to buy your product for his own good. In an intelligent and logically organized fashion, this thin book (2-3 hours max to get through, but then more time later to restudy and refine technique) provides a matrix from which to work to induce your patient to internalize wanting and needing to do what he should do for optimal health. It shows physicians or counselors how to begin therapy after making a diagnosis and reinforces a teamlike approach where resistance or escapism can often show up. If you recall the book *The House of God*, one of the first rules proffered was that the patient is always the one with the problem. This book guides the doctor to show the patient why he needs to take on his problem and be motivated to handle his part optimally for his own good. As I improve my use of these straightforward techniques, I am considering jettisoning the ballpeen hammer I used to use for the same purpose. There is nothing earth shattering here.

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