



# Motivational Interviewing for Health Care Professionals: A Sensible Approach

*Bruce A. Berger, William A. Villaume*

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Motivational Interviewing for Health Care Professionals: A Sensible Approach presents a new way of teaching the theory and practice of motivational interviewing (MI) to health care professionals (HCPs). MI has been shown to improve treatment adherence and outcomes, promote health behavior change, improve patient satisfaction with care, and increase retention rates in complex case management. This book describes how everyday persuasive language and strategies can trigger resistance in patients and explains how this opposition can be overcome through building rapport with the patient and listening to the patient's reasoning and concerns.

## KEY FEATURES:

- A practical, step-by-step approach to the use of MI skills and tools in all practice settings.
- Multiple dialogues between HCPs and patients to illustrate the use of MI skills and tools.
- Case studies including extensive dialogues with video links, plus analysis of the cases, to demonstrate the application of MI.

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