



**Virtual Online**  
**Motivational Interviewing:**  
**3-Day Advanced Training (Level II)**

Steven Malcolm Berg-Smith, MS, MINT Member (1994)

**October 14-16, 2020**

**Description:** Motivational Interviewing (MI), first described by William Miller (1983), and later elaborated in the classic book—*Motivational Interviewing: Preparing People for Change* (1991, 2002, 2013)—offers a practical, evidence-based approach for supporting clients in making and sustaining healthy behavior changes. Originally developed in the drug and alcohol field, over 300 clinical trials demonstrate the efficacy of MI across a range of populations, target behaviors, and medical conditions. In particular, MI has been shown to be especially effective in brief clinical encounters and for individuals not ready or unsure about change. This advanced online workshop is designed for individuals who have completed introductory training in MI, and have experience using this method in an applied setting. Participants will be guided through a sequence of learning activities to move from basic competence to more advanced clinical skillfulness in their own areas of work. Learning activities will include: real-life demonstrations, videotape examples, “real-plays”, case studies, small group exercises, and significant participant practice with feedback.

**Learning Objectives:** *Participants will be able to:*

1. List the key ingredients of the guiding philosophy of Motivational Interviewing (MI)
2. Identify the foundational communication skills of MI from demonstrations and video examples
3. Name advanced MI strategies for eliciting and exploring clients’ own reasons for change in role-play practice exercises
4. Describe the 4 processes of MI for navigating clinical conversations in the direction of client change goals
5. Identify key issues for enhancing confidence & competence in applying the primary skills & strategies of MI into clinical practice

**Target Audience:** This workshop is appropriate for helping professionals who are in the role of counseling clients/patients to make and sustain healthy behavior changes: physicians, nurses, health educators, care managers, dietitians, social workers, counselors, psychologists, life coaches, clergy, probation/corrections officers, personal trainers, etc.

**What’s included in registration:**

- 12.5 hours of high-level training
- Resource manual/materials
- Certificate of completion ([see page 4 for more details](#))
  - \* Provider approved by the California Board of Registered Nursing, Provider # CEP 15181 for 12.5 contact hours
  - \* Provider approved by the Commission on Dietetic Registration for 12.5 CPE hours (# MS831)
  - \* Course meets the qualifications for 12.5 hours of continuing education credits for LMFTs, LCSWs, LPCCs, and/or LEPs as required by the California Board of Behavior Sciences
  - \* Provider approved by the California Association of Marriage and Family Therapists to sponsor continuing education for LMFTs, LCSWs, LPCCs, and/or LEPs. CAMFT provider # 134764
  - \* Provider (Steven M. Berg-Smith) maintains responsibility for the course and its content.

**Schedule:** 8:45am—1:30pm PDT (see detailed schedule on pages 2-3)

Please note that this training is not a webinar. Only 1 person per registration. You will need a computer with a webcam in order to participate in “breakout room” exercises.

**Fee:** \$425.00 (Please pay via PayPal on my “up-coming events” page. \*Upon payment you will receive a link to the training the week prior to the training dates.

**Refund Policy:** If a participant cancels 30 days prior to the first day of course, they’ll receive a refund, minus a \$100.00 processing fee. Non-refundable thereafter.

**Space is limited to 30 participants! Sign up NOW! (Registration form on page 4)**

## Trainer Bio:

For over 28 years, Steven Malcolm Berg-Smith has worked as a behavior change counselor, health educator, drug & alcohol prevention specialist, and researcher. He currently has a private practice in the San Francisco Bay Area as a MI trainer, consultant, coach & mentor.

A member of the International Motivational Interviewing Network of Trainers (MINT) since 1994, Steve has conducted over 1000 motivational interviewing (MI) workshops and presentation throughout the US and internationally. Considered a master trainer by his peers, Steve has served as a “trainer of trainers” for MINT, and collaborated in the design of MI-inspired behavior change intervention protocols for numerous national clinical research trials. He has authored a manual on the “*The Art of Teaching Motivational Interviewing*,” along with several frequently cited articles on how to use motivation-enhancing tools and strategies to support adolescents and adults in making positive lifestyle changes.

Steven holds a MS in Community Health Education from the University of Oregon, and a BA in psychology from the University of Redlands.

## Program Schedule

### Day 1: 8:45am-1:30pm PDT

1. Welcome & Overview
  - Goals & Objectives
  - Introductions
  - Group Guidelines
2. Baseline Questions
  - MI satisfaction assessment
  - MI skillfulness assessment
3. Get R.E.A.L: Style is everything!
  - Respect
  - Empathy
  - Active Collaboration
  - Listening
  - Exercise: Listening with presence
4. Where helping professionals get stuck in learning MI
  - Letting go of the expert role
  - Using complex reflections
  - Missed opportunities
  - Insufficient direction
  - Opposing resistance
  - Failing to move on to action planning
  - Not consolidating commitment
  - Not letting go of MI
5. Resistance: Client or Staff Problem?
  - Minimizing Resistance
- Break:
6. OARS Review
  - Open-ended Questions
  - Affirmation
  - Reflective Listening
  - Summarizing
7. Recognizing, Reinforcing, and Eliciting Change Talk (Part 1)
  - Prep versus Activating
8. Strategic Reflective Listening: Guiding Towards Change Talk (Part 1)
- LUNCH:
9. MI Demonstration: Following the Roadmap
10. Exchanging Information (Education, Advice, Feedback, Referral)
  - Explore—Offer—Explore
11. Offering Advice
12. Recognizing Readiness for Change

13. Negotiating a Change Plan
  - Setting goals
  - Considering Change Options
  - Arriving at a plan
  - Eliciting Commitment
14. Closing

### **Day 2: 8:45am-1:30pm PDT**

1. Key Learning's: Day 1
2. Strategic Reflective Listening: Guiding Towards Change Talk (Part 2)
3. Rolling with Resistance (part 1)
  - "Batting Practice"Break: 15 min
4. Raising Difficult Topics
5. Values and Motivation: Linking core values to future goals, hopes, dreams & commitments  
LUNCH
6. Providing Client-Centered Education in the Spirit of MI
7. Recognizing, Reinforcing, and Eliciting Change Talk (Part 2)  
Break: 15 min
8. MI Practice with Feedback (part 2)
9. Questions and Answers
10. Closing

### **Day 3: 8:45am-1:30pm PDT**

1. Key Learning's: Day 2
2. History of MI
  - Carl Rogers
  - William Miller
3. Strategic Reflective Listening: Guiding Towards Change Talk (Part 3)  
Break: 15 min
4. Rolling with resistance (part 2)  
"Releasing the Righting Reflex"
5. Guiding the Dance: MI as a person-centered, guiding approach  
LUNCH
6. Affirmations: From Strengths to Affirmations
7. Summaries: "Dr Clark's Referral"
8. MI Practice with feedback  
Break:
9. MI and Ethical Considerations
10. Clinician Attitude Management
  - Interpersonal Style Assessment
11. Putting it all together
12. Closing Activities
  - MI Satisfaction Assessment
  - MI Skillfulness Assessment
  - Reminder Chart
  - Evaluation

**Continuing Education:** At the conclusion of the training, eligible participants will receive a CE certificate. To receive a CE certificate, participants must stay for the entire training, sign in and out, and complete an evaluation.

**Grievance Policy:** Direct grievances directly to Steve Berg-Smith: [smalcolmb@earthlink.net](mailto:smalcolmb@earthlink.net)

**Disability Accommodation:** If you have a special need and plan to attend the workshop, please contact Steve Berg-Smith at 415-924-2163 or [smalcolmb@earthlink.net](mailto:smalcolmb@earthlink.net)



**Virtual Online**  
**Motivational Interviewing:**  
**3-Day Advanced Training (Level II)**  
Steven Malcolm Berg-Smith, MS, MINT Member (1994)  
October 14-16, 2020

**REGISTRATION FORM**

*(please type or print clearly)*

<b>Name:</b>	
<b>Profession:</b>	
<b>Mailing Address:</b>	
<b>Telephone:</b>	
<b>Fax:</b>	
<b>E-mail:</b>	

**Registration Fee:** **\$425.00**

**Refund Deadline\*:** (Sept 14)

\* If you cancel prior to 9/14/20, you'll receive a refund, minus a \$100.00 processing fee.  
Non-refundable thereafter

**Payment;**

US Bank Check or Money Order in US dollars made payable to: **Steven Malcolm Berg-Smith**

PayPal: <http://www.berg-smithtraining.com/events.htm>

**Send Registration Form and Payment to:**

Steven Malcolm Berg-Smith  
52 Geary Avenue  
Fairfax, CA 94930 USA  
Phone: (415) 578-2448  
Email : smalcolmb@earthlink.net