



# 3-Day Motivational Interviewing Intensive

Steven Malcolm Berg-Smith, MS, MINT Member (1994)  
San Francisco, CA  
Aug 30-Sept 1, 2023

**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, 2014)—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 intensive 3-day workshop will provide participants an in-depth overview of the theory, principles, and skills of MI. Participants will be guided through a sequence of learning activities to explore and shape counseling practice behavior, and to initiate a process for developing proficiency in MI. Learning activities will include: demonstrations, videotape examples, “real-plays,” fictional case studies, small group exercises, and significant participant practice with feedback.

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

1. List 4 key ingredients of the guiding philosophy of Motivational Interviewing (MI)
2. Identify the 5 foundational communication skills of MI from demonstrations and video examples
3. Name 2 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 one key issue for incorporating the primary skills and strategies of MI into counseling 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, dieticians, social workers, counselors, psychologists, life coaches, clergy, probation/corrections officers, personal trainers, etc.

## What’s included in registration:

- 19.5 hours of high-level training
- Resource manual/materials
- Tea Breaks/Light Snacks
- Venue with stunning view of San Francisco Bay
- Certificate of completion ([see page 4 for more details](#))
- \* Provider approved by the California Board of Registered Nursing, Provider # CEP 15181 for 19.5 contact hours
- \* Provider approved by the Commission on Dietetic Registration for 19.5 CPE hours (# MS831)
- \* Course meets the qualifications for 19.5 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.

**Venue: Fort Mason Center, San Francisco, CA:** Located between Fisherman’s Wharf and the Golden Gate Bridge, Fort Mason Center is a National Historic Landmark, and the setting for more than 15,000 meetings, conferences, performances, and special events each year. With some of the best views of San Francisco, Fort Mason Center offers easy access to public transportation and a host of nearby accommodations and restaurants. ([www.fortmason.org](http://www.fortmason.org))

**Schedule:** 8:45am—4:45pm (see detailed schedule on pages 2-4)

**Fee:** \$650.00 (fee increases after August 1)

**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 5)**

## 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 1200 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-4:45pm

1. Welcome, Introductions, and Expectations
  - Pre-post questionnaire
2. Opening exercises
  - Baseline confidence assessment
  - Role-play comfort assessment
  - Identification of personal health behavior
  - Brainstorm: What works? What doesn't?
3. The Limits of Persuasion: “Convincing Exercise”
4. MI Demonstration
5. Definition of MI
  - The “Spirit” of MI
  - The Four Principles of MI

BREAK: 15 min
6. Exercise #1: Opening the Encounter/Assessing Readiness to Change
7. Interpersonal Style: Part 1
  - Video tape: “The Horse Whisperer”
8. Strategic Listening: Part 1
  - Exercise #2: Non-verbal Listening
  - Exercise #3: Thinking Reflectively

LUNCH: 60 min
9. Strategic Listening: Part 2
  - Exercise #4: Forming Reflections
  - Video Tape Example
10. Opening Strategies: OARS
  - Opening the encounter
  - Small group exercise: Constructing strategic open-ended questions
11. Exploring Ambivalence
  - Exercise #5: Exploring Ambivalence

BREAK: 15 min
12. Evoking “Change Talk”
  - Video tape example
  - Exercise #6: Constructing Change Talk Focused Open Questions
13. On-site Practice:
14. Adjourn

### Day 2: 8:45am-4:45pm

1. Review and Debrief
2. What is Resistance
  - Video tape example
  - Exercise #1a: “Batting Practice”
  - Exercise #1b: “Rolling with Resistance”

3. Importance and Confidence
  - Exercise #2
 BREAK: 15 min
4. Exchanging information: clinical feedback; advice; education
  - Exercise #3: Giving Feedback
  - Exercise #4: Offering Advice
5. Strategic Listening: Part 3
  - “In the moment”
 LUNCH: 60 min
6. Strategic Listening: Part 4
  - “In the moment”
7. Phase 2: Strengthening Commitment
  - Demonstration
  - Exercise #5
8. Multiple Behaviors: Negotiating the agenda
  - Demonstration
 BREAK (15 min)
9. Ethical Complexities
10. Discrepancy and Behavior Change
11. Adjourn

### **Day 3: 8:30am-4:45pm**

1. Strategic Reflective Listening (Part 1)
  - Exercise #1: “Batting Practice”
2. MI and Mentoring
  - Exercise #2: Observation & Feedback
3. Interpersonal Style: Part 2
  - Video Tape Assessments
  - Coding using the “MITI”
4. MI demonstration with Feedback
  - Demonstration
 BREAK (15 min)
5. Eliciting Change Talk (Prep talk and commitment talk)
  - Exercise #3: “Easy as 1-2-3”
6. Affirming and Reinforcing
7. Values and Motivation
  - Demonstration with Feedback
 LUNCH: 60 min
8. Putting It All Together (Part 1)
  - Exercise #4: Triad practice with feedback
  - Exercise #5: “Roadmap” Development for Specific Settings
 BREAK: 15 min
9. Putting It All Together (Part 2)
  - Exercise #6: “Fishbowl” practice
  - Pre-post questionnaire
  - “A final Review”
10. Personal Goal Setting and Action Planning
11. Wrap-up
  - Key Learnings
  - Evaluations

**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: [smalcolombs@earthlink.net](mailto:smalcolombs@earthlink.net)

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



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San Francisco, CA  
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## 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>	

**Early Registration Deadline: (Aug 1) \$650.00**

**Late Registration: (After Aug 1) \$700.00**

**Refund Deadline\*: (Aug 1)**

\* If you cancel prior to 8/1/23, 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>

**Training Site: Fort Mason Center, San Francisco, CA (www.fortmason.org)**

### Send Registration Form and Payment to:

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