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A:CARE CONGRESS

Improving Medication Adherence with Motivational Interviewing – Example of a Heart Failure Patient

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Problems?



Heart Failure is
a silent and non
silent disease



Heart Failure is
a fluctuating
disease



Too many
comorbidities
i.e. diabetes,
CKD (pill
burden)



Drugs do not
always provide
relief of
symptoms



Drugs reducing
morbidity and
mortality have
also adverse
drug reactions
so Benefit /
Risk Ratio not
perceived by
patient



Why is a patient not ready to change?

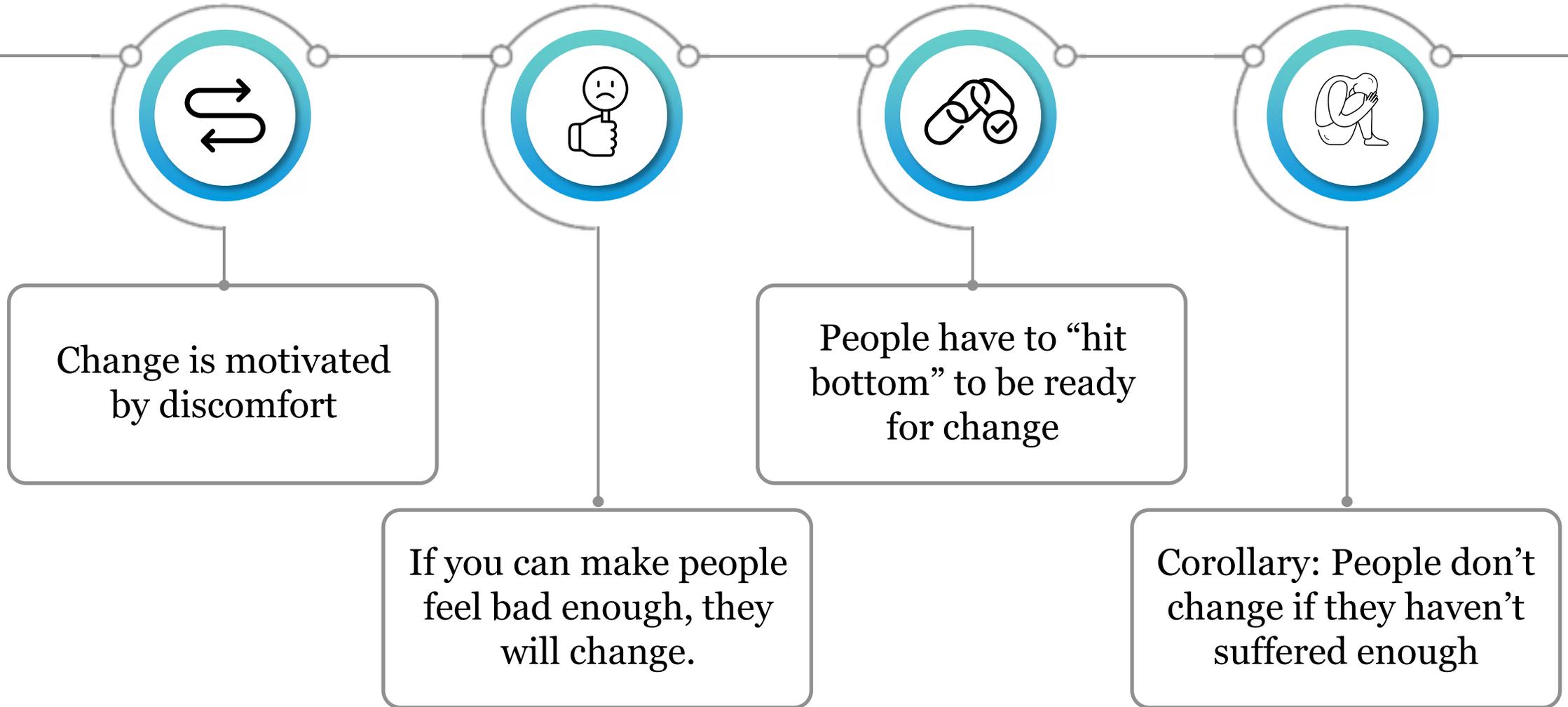
- It is NOT that...

- They don't want to see (denial)

- They don't care (no motivation)

- They are just early in the stages of change

Traditional approach



Sources: Slide adapted by Jeanne Obert, 2006, from Miller, W.R., & Rollnick, S. (2002). *Motivational Interviewing: Preparing people for change*. New York: Guilford Press

Another approach: motivating!



Motivation for change can be fostered by an accepting, empowering, and safe atmosphere



Patient and practitioner are equal partners in relationship
(collaborative effort between two experts)

What are motivational strategies?

1

Communication tools
and Skills
Based on Health
Behaviors

2

A style of talking with
patient constructively
about reducing their
health risks and
changing their
behavior.

3

Enhance the patient's
own motivation to
change using strategies
that are empathic and
non-confrontational.



What are motivational strategies?

A patient-centered directive method for enhancing intrinsic motivation to change by exploring and resolving ambivalence.



Sources: Slide adapted by Jeanne Obert, 2006, from Miller, W.R., & Rollnick, S. (2002). *Motivational Interviewing: Preparing people for change*. New York: Guilford Press



Motivation requires knowledge about stages of change

- Recognizing the need to change and understanding how to change doesn't happen all at once. It usually takes time and patience.
- People often go through a series of “stages” as they begin to recognize that they have a problem.

Prochaska, J. O., & DiClemente, C. C. (1982). Transtheoretical therapy: Toward a more integrative model of change. *Psychotherapy: Theory, Research & Practice*, 19(3), 276–288.

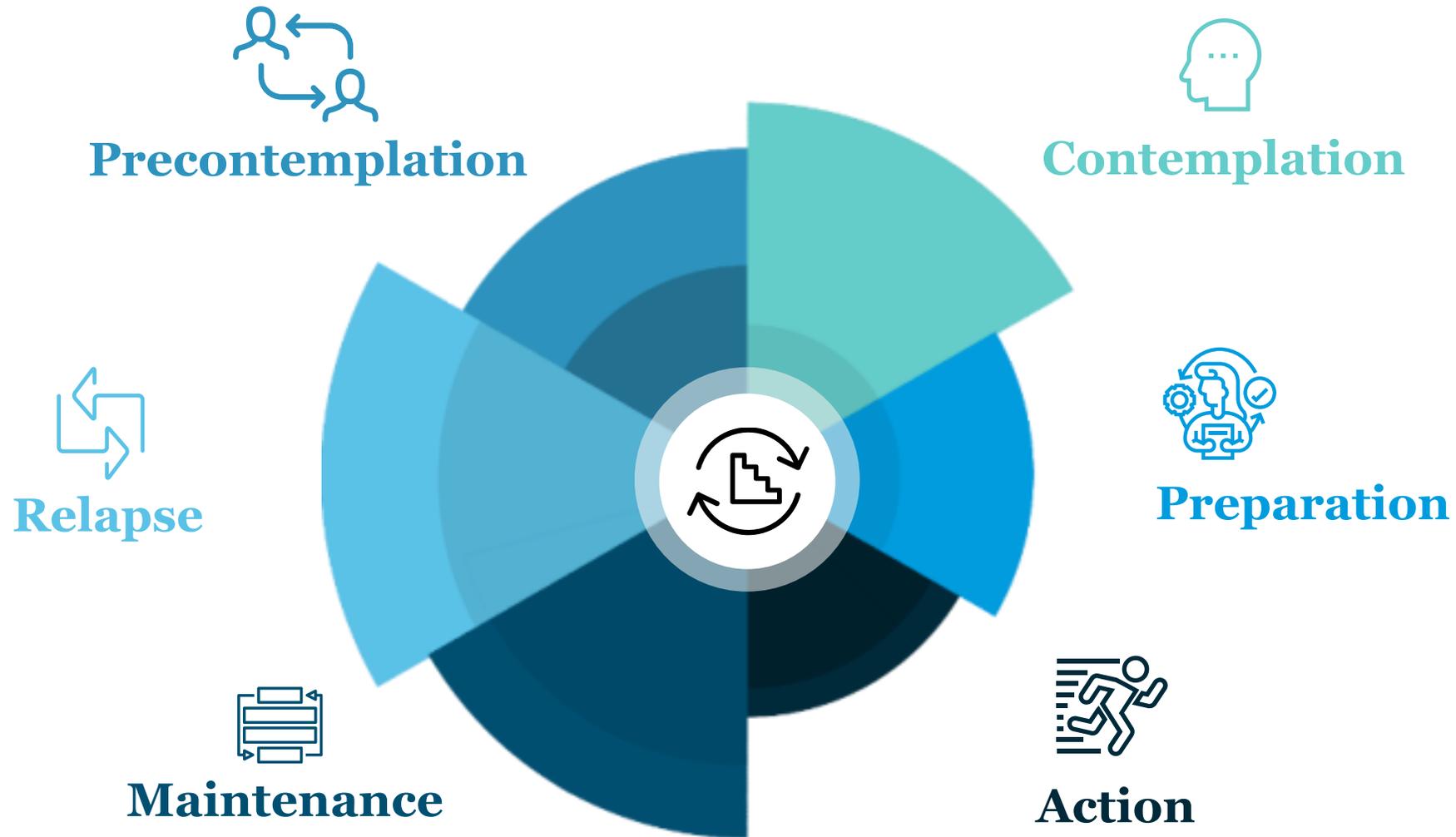
Helping people change



Motivational interviewing is the process of helping people moving through the stages of change.



Stages of Change

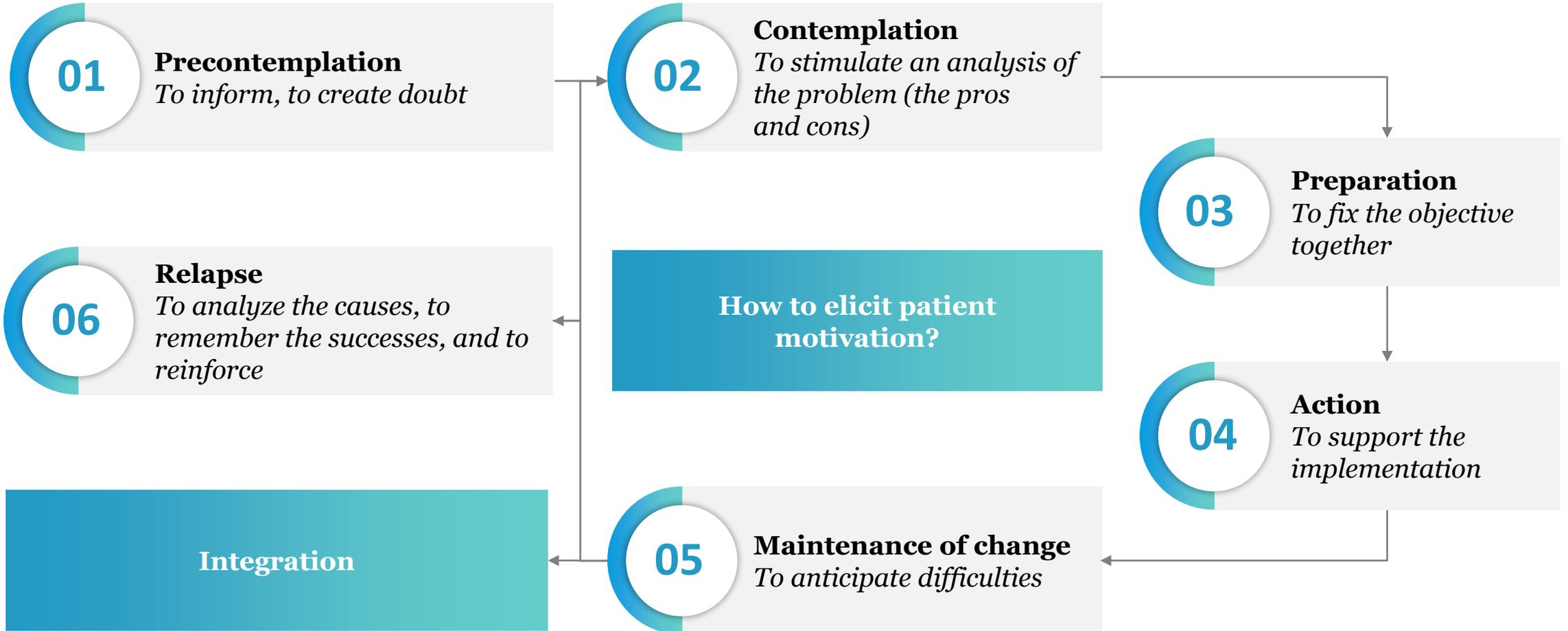


Prochaska, J. O., & DiClemente, C. C. (1982). Transtheoretical therapy: Toward a more integrative model of change. *Psychotherapy: Theory, Research & Practice*, 19(3), 276–288.
Sources: Slide adapted by Jeanne Obert, 2006, from Miller, W.R., & Rollnick, S. (2002). *Motivational Interviewing: Preparing people for change*. New York: Guilford Press

For any behavioral problem at a given time, there are
(in the population at large)



The stages of motivation



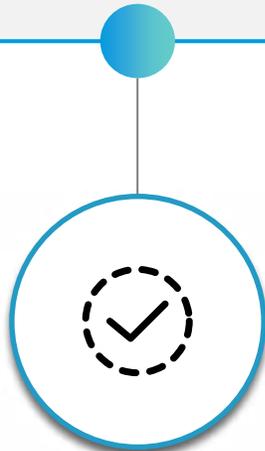
Building motivation using OARS (the microskills)

HOW CAN I HELP PATIENTS

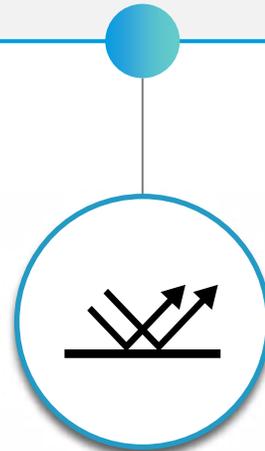
Use the microskills



Open-ended
questions



Affirmations



Reflections



Summaries

To elicit and reinforce **self-motivational statements** (Change Talk)

OARS: Open-ended questions

CLOSE VERSUS OPEN-ENDED QUESTIONS

“Are there good things about not taking the pills?” vs.

“What are the good things about not taking the pills?”

“Are there bad things about using drugs?” vs.

“Tell me about the not-so-good things about using drugs”

“Do you have concerns about your heart failure ?” vs.

“You seem to have some concerns about your heart failure . Tell me more about them.”

“Do you worry a lot about having heart failure ?” vs.

“What most concerns you about heart failure ?”

OARS: Affirmation



Thanks for coming today



I appreciate that you are willing to talk to me about your heart failure



You are obviously a resourceful person to have coped with those difficulties



That's a good idea



It's hard to talk about....I really appreciate your keeping on with this

OARS: Reflective listening

Reflective listening is used to

Check out whether you really understood the patient

Highlight the patient's ambivalence about their substance use

Steer the patient towards a greater recognition of her or his problems and concerns, and

Reinforce statements indicating that the patient is thinking about change

Repeat, rephrase, paraphrase



OARS: Summarize

Summarizing is an important way of discussing together what has already been said, making sure you understood the patient correctly, and preparing them to move on.

Summarising is putting together a group of reflections.



Four principles of motivational interviewing



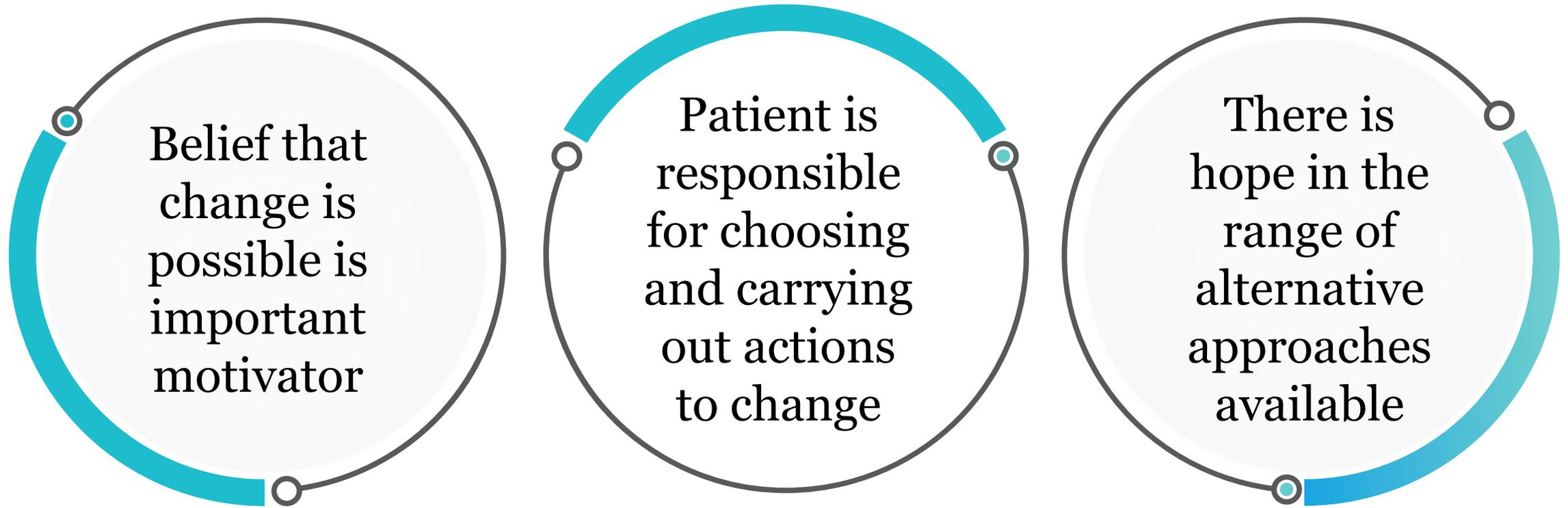
Expressing
empathy

Developing
discrepancy

Avoiding
argumentation

Supporting
self-efficacy

Support Self-Efficacy

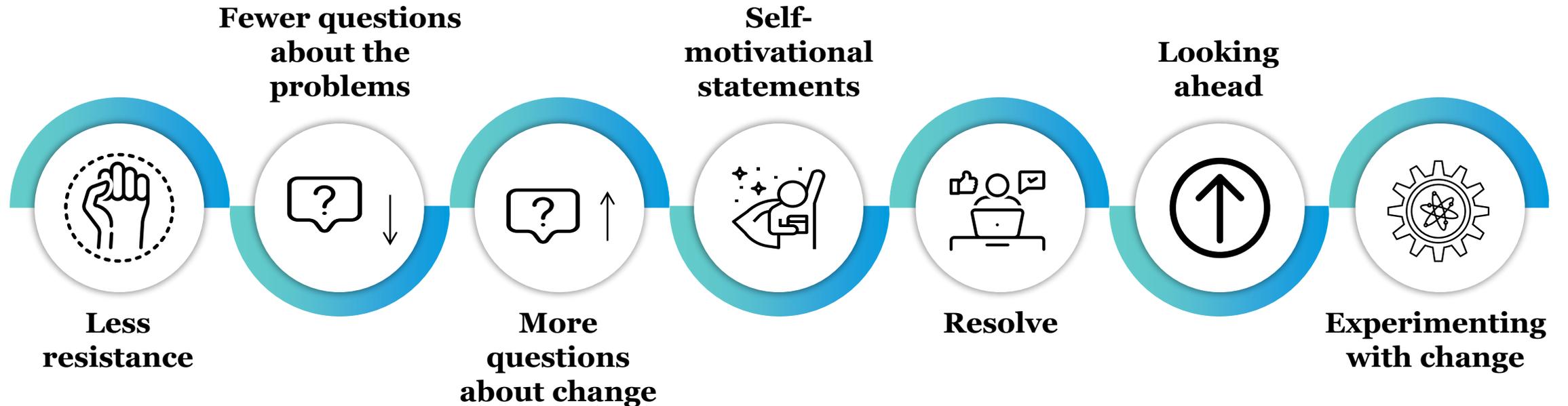


Belief that change is possible is important motivator

Patient is responsible for choosing and carrying out actions to change

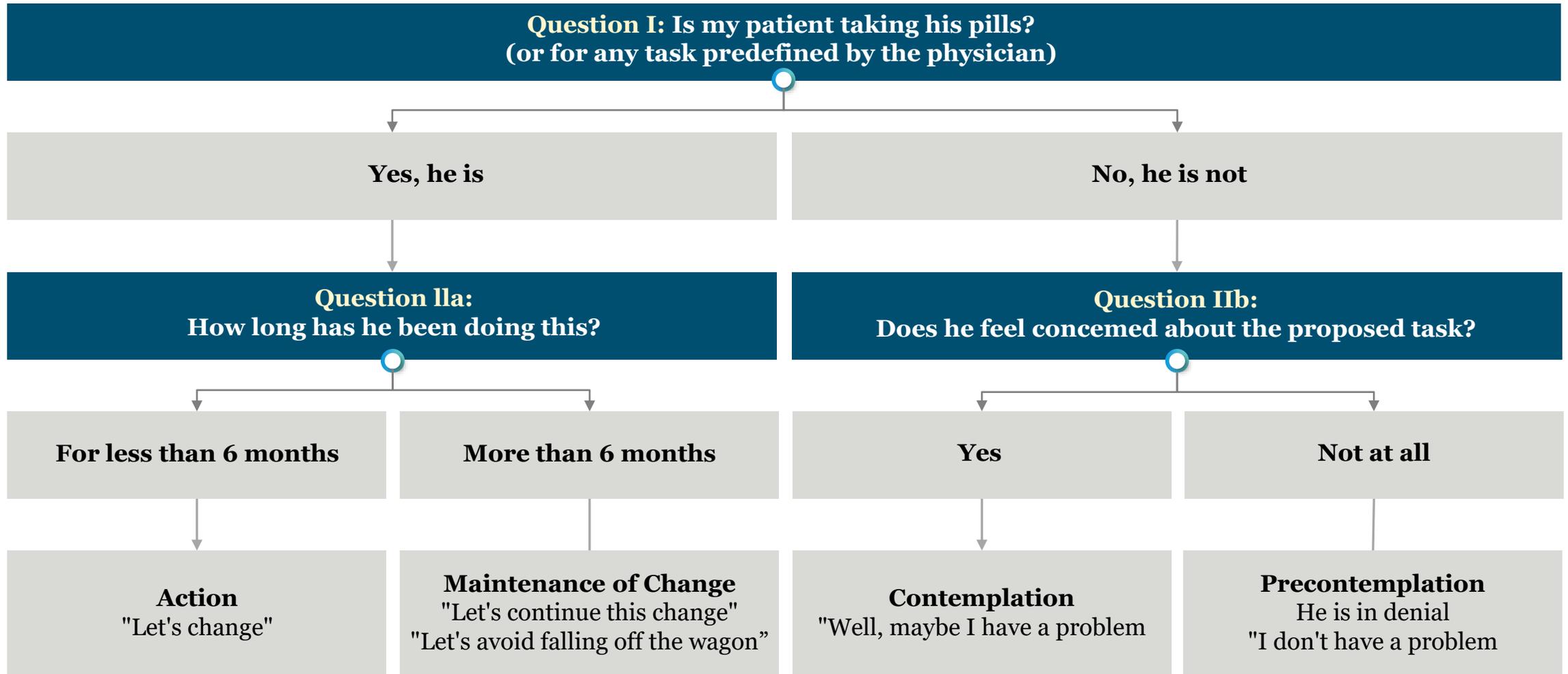
There is hope in the range of alternative approaches available

Signs of readiness to change



The tool

MOTIVATIONAL STAGE





Evidences

Systematic reviews and meta-analyses have shown some beneficial effect of motivational strategies compared to traditional advice giving in various contexts such as with diet, exercise and adherence to medications.

Some reviews have even shown statistically significant change in direct measures such as blood pressure, cholesterol, and body mass index.

Impact of motivational interviewing on clinical parameters

Effect measure	<i>n</i>	Estimate of Effect (variation)	P-value (95% CI)
Body mass index	1140	0.72	0.0001 (0.33 to 1.11)
HbA1c (%GHb)	243	0.43	0.155 (-0.16 to 1.01)
Total blood cholesterol (mmol/l)	1358	0.27	0.0001 (0.20 to 0.34)
Systolic blood pressure (mm Hg)	316	4.22	0.038 (0.23 to 8.99)
Number of cigarettes/day	190	1.32	0.099 (-0.25 to 2.88)
Blood alcohol content (mg%)	278	72.92	0.0001 (46.80 to 99.04)
Standard ethanol content (units)	648	14.64	0.0001 (13.73 to 15.55)

Rubak S, Sandbaek A, Lauritzen T, Christensen B. Motivational interviewing: a systematic review and meta-analysis. *Br J Gen Pract.* 2005 Apr;55(513):305-12.



Conclusion



Heart failure is a perfect example of a chronic disease where motivational tools can improve adherence



Change yourself



Change your patient



Just do it !