What Gets in the Way of Making the Most of Matching in Motivating Families to Change?

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Questions

- Do you think who you are makes a difference?
- What are the challenges you face as
  - Therapists (what families or situations push your buttons?)
  - Systems (how context pulls you away from the model?)
  - Families (when some families don’t respond?)
Motivation Phase: Creating a Context for Change

- Decrease conflict
- Increase hope
- Facilitate relational focus
- Balanced Alliances

- Interpersonal
  - Clinical
  - Contingent
  - Responsive

- Strength-based
- Relational
- Non-judgmental
- Respectful

- Change Focus
- Change Meaning

Goals

Skills

Focus

Activities

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## Family-Level Goals of the Motivation Phase

<table>
<thead>
<tr>
<th>Decrease Conflict</th>
<th>Instill Hope</th>
<th>Facilitate Relational Focus</th>
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<tbody>
<tr>
<td>• Less negative interactions</td>
<td>• Hopeful attitude</td>
<td>• Increase family bonding</td>
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<tr>
<td>• Less blame</td>
<td>• View they have something to gain</td>
<td>• Increased sense of familyness</td>
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<tr>
<td>• More positive attributions</td>
<td>• See potential benefit of therapy or therapist</td>
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<tr>
<td>• More positive body language</td>
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Therapist–Family Level Goal of the Motivation Phase

Balanced Alliance

• Sense of being heard and understood
• Sense of being respected
• Viewed with dignity or nobility
## Techniques of the Motivation Phase

### Change Focus
- Interrupt and divert
- Point process / Sequence
- Selectively attend to positive
- Strength-based, relational focus
- Do something

### Change Meaning
- Theme hints / Relabels
- Reframes
- Reframe +
- Themes
Listening
Acknowledgement

- **Process vs Content**
  - Do not be afraid of negativity and conflict
- **Convey understanding, acceptance and respect**
  - Via acknowledgement not agreement/validation
  - Via strength-based and relational statements
- **Be Patient/Try not to Force a New Perspective**
  - When family members feel heard and respected, they are more ready to hear alternatives
  - Don’t get pulled into trying to “fix” the problem
Other Considerations in Motivation

1) Emotion vs. Cognition
2) Context vs. Content
3) Use space to maximize impact
4) Create “Yes” Set
5) Automatic vs. Controlled Processing
6) Create “dissonance”
Other Considerations in Motivation

Emotion vs. Cognition

*Focus on the Here and Now or Talk About*
- “You are feeling what I am talking about right now” vs.
  - “Part of this is what our society does to women…”

*Using Feeling or Thought Words*
- “Confused” vs. “Painful”

*Strategic Mismatching*
- Amping up emotion for cerebral persons
- Shifting to a cognitive focus for over-emotional
Other Considerations in Motivation

Emotion vs. Cognition

- Images
  - Boat in rough seas
  - Lighthouse on a dark stormy night
  - Atlas carrying the weight of the world on his shoulders
Thermometer

What’s the temperature in the session?
Change Focus

High temperature:

Change focus techniques
Linking to emotions
Low temperature

Low level of conflict/negativity and blaming

Change meaning
Linking to emotions
Process of Motivation
Being sensitive and patient

- Take the time needed in that unique family
- Use relational themes to create continuity within and across sessions
- Maximize impact by using what has worked before – no need to reinvent the wheel
- Change is not linear or easily achieved
- If you lead the horse to water, let him drink.
Other Considerations in Motivation

Context vs. Content

“Stubborn = “Independent”, “strong-willed”, “tracking and mirroring you”, “fighter”

“Stubborn = Able to make smart decisions in tough situations

Use space to maximize impact

Create “Yes” Sets

- Tracking where the “energy” is at
- Where is it “white hot”?
- Strategic use / timing of …
  - Acknowledgment
  - Acceptance
  - Respect
Other Considerations in Motivation

Automatic vs. Controlled Processing

- **Confusion**

- **Humor**
  - “One more step and the therapist gets it!!!”

- **Create “dissonance”**

  - Luciano: “A part of you says … I am into control…don’t give me any of that nurturance crap…but another part says when you were home why didn’t you spend time with me…”
Conclusion