Intrinsic Change
Training for Helping Professionals

Jesse Jonesberg, MSW, LCSW, CPS
414-306-5068 · jesse@intrinsicchange.com
intrinsicchange.com

# Motivational Interviewing, 4th Edition: What Changed

## Quick reference

### Definition

A particular way of talking with people about change and growth to strengthen their own motivation and commitment.

### Renamed

| 3rd edition | 4th edition |
|---|---|
| **Processes** | Tasks |
| **Evocation (spirit)** | Empowerment |
| **Agenda mapping** | Choosing a path |
| **Developing discrepancy** | Planting seeds |
| **Elicit-provide-elicit** | Ask-offer-ask |
| **Formulation** | Clarifying |
| **Righting reflex** | Fixing reflex |
| **Running head start** | Pendulum technique |
| **Evoking change talk** | Cultivating change talk |
| **Responding to sustain talk** | Softening sustain talk |

### Unchanged

| Item | Detail |
|---|---|
| **Spirit** | Partnership, acceptance, compassion (+ empowerment) |
| **Four tasks** | Engaging, focusing, evoking, planning |
| **OARS** | Open questions, affirmations, reflections, summaries |
| **Guiding** | Style between directing and following |
| **Change talk** | Preparatory (DARN), mobilizing (CAT) |
| **"Resistance"** | Sustain talk + discord |

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| Item | Detail |
|---|---|
| **Other** | Counseling with neutrality; evoking hope and confidence |

## New or stronger emphasis

| Topic | Point |
|---|---|
| **Scope** | Whole change process; growth, not only problems |
| **Audience** | Teachers, coaches, mentors, leaders, supervisors |
| **Affirmations** | Simple vs. complex; affirmation can encourage change talk |
| **MI as style** | A way to deliver other services, not an add-on |
| **OARS** | Directional, strategic use |
| **Information and advice** | Not the opposite of MI |
| **Self-disclosure** | Provider disclosure, genuineness |
| **Autonomy** | Support and encouragement |
| **Strengths** | Client strengths perspective |
| **Remote MI** | Audio, video, electronic |
| **Learning** | Deliberate practice, learning communities |

## The book

| Part | Focus |
|---|---|
| **I** | Helping people change and grow |
| **II** | Basics of the four tasks |
| **III** | Cultivating change talk, softening "resistance" |
| **IV** | Learning and studying MI |

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## Addendum: notes

**Size and approach.** Almost fully rewritten and about 30% shorter than the 3rd edition. Less jargon, more varied case examples, written for a wider range of helpers.

**How it got shorter.** Numbered endnotes replace in-text APA citations. The Julia case example moved to a Guilford companion website. Detailed study descriptions, theory explanations and psychotherapy-specific discussions were cut or moved into "For Therapists" boxes.

**Empowerment.** Replaces evocation in MI spirit to stress people's own strengths, motivations, resourcefulness and autonomy.

**Affirmations.** The simple vs. complex affirmation distinction comes from Miller and Moyers (2021), *Effective Psychotherapists*. It addresses confusion between praise and affirmation.

**Cultivating and softening.** The new wording matches MITI coding language.

**Chapter features.** 18 chapters. Each ends with key points and key terms, which are defined in an updated glossary. New in each chapter: a Personal Perspective from Miller or Rollnick, and "For Therapists" boxes with advanced material for behavioral health professionals.

**Demonstrations.** Transcribed interviews by Bill Miller, Terri Moyers, Steve Rollnick and Carolina Yahne.

## Source

Adapted from What's New (and Not New) in the 4th Edition of Motivational Interviewing by Jesse Jonesberg, MSW, LCSW, CPS

Miller, W. R. & Rollnick, S. (2023). *Motivational Interviewing: Helping People Change and Grow* (4th ed.). New York: Guilford Press.