

# Entrevista Motivacional y Salud



1<sup>a</sup> Jornadas GETEM  
Tarragona 2012

[www.getem.org](http://www.getem.org)

# Conducta → Salud

- Higiene
- Alimentación
- Vacunas
- Actividades de riesgo



# Actos médicos → conducta

- Hábitos saludables
- Diagnóstico precoz
- Participación en las decisiones
- Adherencia terapéutica
- Realización de pruebas



# Elementos “motivacionales” en los actos médicos

- Estilo colaborativo (participación en la toma decisiones)
- Aceptación (respeto por el paciente, comprender sus motivos)
- Evocación (capacitar al paciente, motivarlo)
- Compasión (escuchar, acompañarlo)

# Empleo de la entrevista motivacional en medicina: promoción de dieta saludable

*Ann Behav Med.* 2009 October ; 38(2): 71–85. doi:10.1007/s12160-009-9140-5.

## A Randomized Trial of Tailoring and Motivational Interviewing to Promote Fruit and Vegetable Consumption for Cancer Prevention and Control

Marci Kramish Campbell<sup>1</sup>, Carol Carr<sup>2</sup>, Brenda DeVellis<sup>3</sup>, Boyd Switzer<sup>1</sup>, Andrea Biddle<sup>4</sup>, Ahinee Amamoo<sup>5</sup>, Joan Walsh<sup>1</sup>, Bingqing Zhou<sup>6</sup>, and Robert Sandler<sup>5</sup>

<sup>1</sup>Department of Nutrition, UNC Gillings School of Global Public Health

POBLACIÓN (n=735): En edad de riesgo cáncer de colon o que han recibido cirugía por cáncer de colon

- Control: cartas genéricas de información sobre el cáncer de colon
- Cartas personalizadas periódicas con información sobre dieta, ejercicio físico...
- Entrevista motivacional telefónica periódica
- Cartas personalizadas + entrevista motivacional

**Conclusions**—This study indicates that combining tailoring and motivational interviewing may be an effective and cost-effective method for promoting dietary behavior change among older healthy

# Entrevista motivacional en medicina: tratamiento de enfermedades crónicas

- Mejoría de la satisfacción
  - Paciente
  - Equipo médico
- Participación del paciente
  - Incremento de la adherencia
- Mejoría morbilidad/mortalidad
  - Indices de progresión de la enfermedad
  - Mortalidad

# Satisfacción del paciente

**General practitioners trained in motivational interviewing can positively affect the attitude to behaviour change in people with type 2 diabetes**

*One year follow-up of an RCT, ADDITION Denmark\**

**Effect of “motivational interviewing” on quality of care measures in screen detected type 2 diabetes patients: A one-year follow-up of an RCT, ADDITION Denmark**

# Pronóstico del paciente

## The 12-Month Effects of Early Motivational Interviewing After Acute Stroke

### A Randomized Controlled Trial

Ictus (n=411) asignados de forma aleatoria a tratamiento habitual o +EM

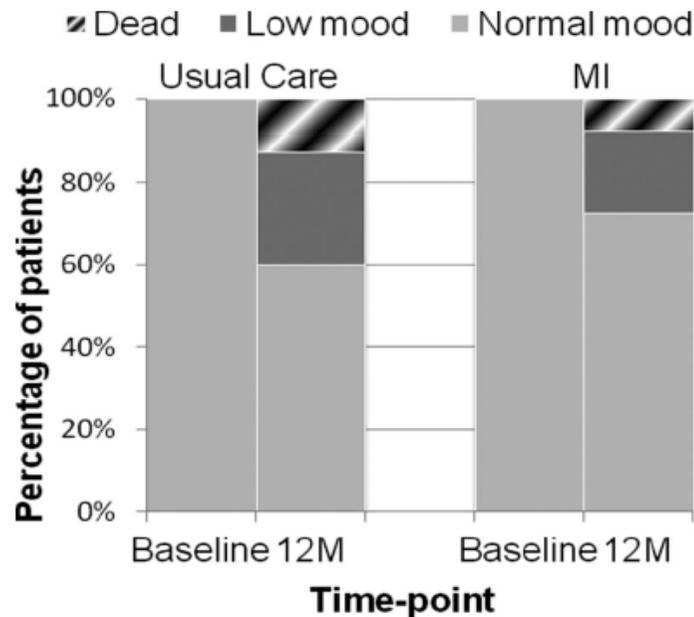


Figure 2. Mood scores from baseline to 12 months (patients with normal mood at baseline).

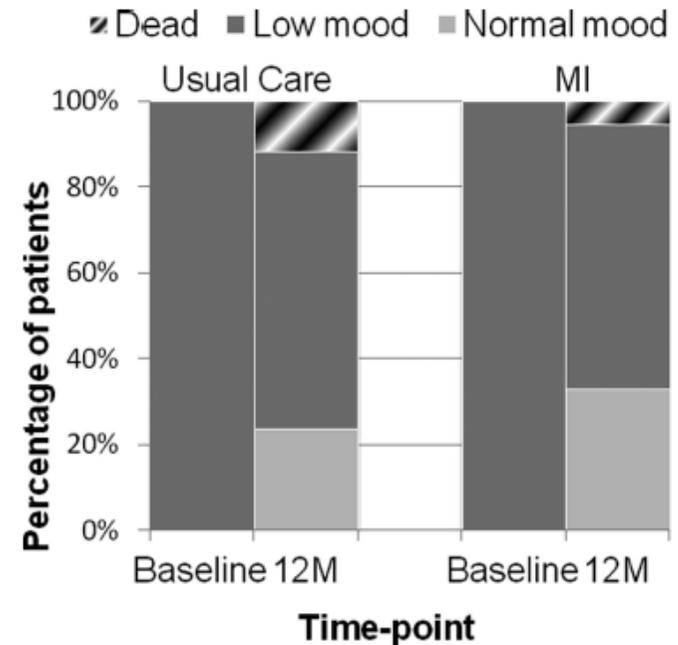


Figure 3. Mood scores from baseline to 12 months (patients with low mood at baseline).

*Stroke*. 2011;42:1956-1961

# Cuidado del paciente

## Applying Motivational Interviewing Techniques to Palliative Care Communication

### How Do Clinicians Know They Are Doing It Well?

It is unrealistic to expect palliative care clinicians to become skilled MI counselors. However, a few simple changes (e.g., making reflections rather than asking questions) can have a great impact on their conversations. Criteria that clinicians can use to determine their successful use of MI include:

- Letting patients talk as much as clinicians;
- Keeping question-asking to a minimum and using reflective statements; and
- Providing advice only after asking permission to do so.

# EM: una competencia para la medicina actual

**M**OTIVATING BEHAVIORAL CHANGE HAS become a core competency for clinicians and a major priority for the health care system as chronic disease management and disease prevention encompass an increasing proportion of clinical medicine. Nonadherence to treatment programs represents an important barrier to successful chronic disease management and is associated with significant morbidity, mortality, and preventable health care costs across a wide variety of conditions.<sup>1</sup>

Clearly, we need interventions that can successfully elicit behavior change to prevent and manage disease. But how successful are the current strategies?

ARCH INTERN MED/VOL 172 (NO. 6), MAR 26, 2012

# Formación EM internistas

## Linking a Motivational Interviewing Curriculum to the Chronic Care Model

*Sharone A. Abramowitz, MD<sup>1,3</sup>, Davida Flattery, DO<sup>1,3</sup>, Karena Franses, LCSW<sup>2</sup>, and Lyn Berry, MD<sup>1,3</sup>*

<sup>1</sup>Primary Care Internal Medicine, Alameda County Medical Center, Highland Hospital, Oakland, CA, USA; <sup>2</sup>Positive Health Program (AIDS & AIDS Specialties) San Francisco General Hospital, University of California San Francisco, San Francisco, CA, USA; <sup>3</sup>University of California San Francisco, San Francisco, CA, USA.

**BACKGROUND:** Unhealthy lifestyle choices frequently cause or worsen chronic diseases. Many internal medicine residents are inadequately trained to provide effective health behavior counseling, in part, due to prioritization of acute care in the traditional model of medical education and to other systemic barriers to teaching psychosocial aspects of patient care.

**CONCLUSION:** A curriculum that links motivational interviewing skills to the chronic care model's self-management support component and is reinforced in the clinical setting is feasible to develop and implement. This curriculum may improve residents' confidence with health behavior counseling and with preparing patients to become active participants in management of their chronic conditions.

# EM en medicina

- Instrumento muy útil en tratamiento enfermedades crónicas
- Mejora satisfacción profesional y paciente
- Influye en la adherencia
- Puede tener efectos en la morbilidad y mortalidad de algunas enfermedades
- Se puede enseñar y aplicar