

Motivation Self-Study: Final Quiz Key

1) What are two current views about client motivation?

Motivation is a key to change. Rogers, the creator of Client-Centered Therapy, has a humanistic belief that there is a core “inner self” that seeks harmony; this inner self will therefore motivate a client to change.

Motivation is multidimensional. There are both internal and external factors to motivation, as well as the motivational impact of the goals that are being set by the client.

2) What are two myths about addiction? Why are they incorrect?

“Addictions stem from “addictive personalities””

In reality: “Addictive personality” traits are defenses such as denial, projection, poor insight and low self-esteem. They do tend to be similar during the course of the disorder, but disappear as people move toward recovery. The manifestation of “addictive personality” traits seems to be related more to how treatment is approached by the counselors than to any inherent personal characteristics

“Resistance and denial are attributes of addiction”

In reality: Resistance and denial are common defense mechanisms for all people faced with life-changing decisions. Resistance is often seen and labeled in the mentally ill and/or substance abusing population because counselors tend to try to actively direct their treatment, thus potentially encouraging more resistance in individuals who are not yet ready to make big life changes.

3) What are the five principles of motivational interviewing?

Express empathy through reflective listening

Develop discrepancies between clients’ goals and values and their current behavior.

Avoid argument and direct confrontation

Adjust to client resistance rather than opposing it directly

Support self-efficacy and optimism

4) What are the four types of pre-contemplators?

Reluctant

Rebellious

Resigned

Rationalizers