

Appendix A: Glossary of Terms Used

Ambivalence: Ambivalence is a normal and natural part of change. Motivational Interviewing (MI) helps individuals resolve **ambivalence** about making behavioral changes by strengthening their own motivation for, and commitment to, change. Behavioral change is proposed to occur through a series of steps, and MI specifies therapeutic strategies to work with participants at their current level of readiness for change and help them progress toward higher levels of motivation, self-efficacy, and commitment to desired changes.

Change Talk: MI employs open-ended questions to elicit **Change Talk** about potential intervention targets and small behavioral steps toward goals. **Change Talk** includes desire, ability, reasons, need, and commitment. Questions such as these might elicit **Change Talk**, which can then serve as prompts for therapist reflection or requests for amplification.

For example, *“What’s the best thing that could happen if you attended a 12-step program in your neighborhood and met some new friends?”* or *“Why would you want to consider applying for a job?”*

Defeatist beliefs: In the CBT model, motivational deficits (as seen in schizophrenia and depression) are thought to be influenced by **defeatist beliefs** (e.g., “why bother trying if I won’t be perfect”). This Program emphasizes reducing defeatist beliefs to increase intrinsic motivation to sustain behavioral change and includes helpful strategies for addressing them.

Unhelpful thoughts: This term describes thoughts that get in the way of the participant’s goal. This facilitator guide addresses unhelpful thoughts throughout the sessions with therapeutic strategies to identify unhelpful cognitions, challenge and modify those cognitions, and engage in behavioral activation exercises to enhance functioning.

Facilitator: The term facilitator is used to describe persons with graduate training in a mental health field such as counselling, psychology, social work, rehabilitation, occupational therapy, among others with the requisite skills to provide an MI-CBT program with proficiency and fidelity to the manual. Trainers, students, and people with lived experience may act as co-facilitators.

Participants: This manual uses the **participants** to describe patients, clients, Veterans, and other persons and groups who may take part in MI-CBT therapy.