

Making the Case for Appropriation Asks Using Motivational Interviewing (MI) Techniques



What is Motivational Interviewing? MI is a set of communication skills that foster collaboration and motivate change. The techniques below will provide you with some insight on how to be engaging, collaborative, respectful, and evocative. Below is “PACE”, which is the spirit of MI.

Partnership: Remember to be collaborative instead of adversarial

Acceptance: Demonstrate unconditional caring; be empathic (understand vs. agree); affirm the good in them

Compassion: Show respectful understanding of their thoughts, feelings, values, and circumstances

Evocation: Draw out their ideas; people are more persuaded by the ideas you draw from them than ones offered directly.

Motivational Interviewing technique examples using the Appropriations Process

Core Skills: OARS	Open-Ended, Affirmations, Reflections, and Summaries
Open questions: focus and deepen movement toward change with the open-ended questions	<p><i>Why did you get started in public service? Why does the Representative/Senator support funding for Tuberculosis?</i></p> <p><i>Who does the Representative/Senator look to for more information about the Global Partnership for Education?</i></p> <p><i>Have you any experiences with the diseases that we’re here to talk to you about?</i></p> <p><i>What can the Representative/Senator do between now and April to signal the urgency of meeting a bold funding request for USAID Nutrition (\$300 Million)</i></p> <p><i>How can we help the Representative/Senator take this vital action that would support increased funding for the Global Fund to Fight AIDS/TB/Malaria?</i></p>

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<p>Affirmations: spotlight their skills, abilities, successes, and reasons for hope.</p>	<p><i>"I, and our constituents, really appreciate the actions you've taken to support the Global Fund. We appreciate that you understand the urgency to ending AIDS, TB, and malaria..."</i></p>
<p>Reflections: reflect both their thoughts and feelings, both stated and implied.</p>	<p><i>"When you were talking about your family and how important they are to you, it reminded me of the value and importance of funding for USAID Maternal and Child Health, as every child no matter where they are born is deserving to thrive, not just survive."</i></p>
<p>Summaries: Review what's been said, capturing where we are going and why.</p>	<p><i>"So, to summarize, I understand that the Representative is a bit hesitant to sign on to the X Dear Colleague Letter until they speak with their colleagues, does that sound right?"</i></p>

<p>Techniques to help with Resistance</p>	<p><i>Below are some examples of how to deal with resistance from members of Congress when discussing Appropriations.</i></p>
<p>Colombo Method: Express your confusion</p> <ol style="list-style-type: none"> 1. Reflect their view and the discrepant facts as you know them 2. Ask for their help resolving the confusion 	<p><i>"From my understanding of today's meeting, the Representative/Senator won't support it because we have made too many reckless investments on foreign policy programs, there is no monitoring of the funds, and s/he considers it "wasteful spending. Does that sound right? I want to make sure I understand correctly."</i></p>

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<p>Reflect: Show interest and understanding of their perspective and values.</p>	<p><i>"I understand the Representative's/Senator's desire for individual responsibility and strong global economic partners. By funding educational efforts, you are ensuring that children everywhere will have the opportunity to learn for longer periods of time than previously. The more educated a person is the more likely they are to have access to higher incomes, have more opportunities in their lives, and tend to be healthier. By supporting funding for the Global Partnership with Education (GPE), more individuals will be able to make better choices in their lives."</i></p>
<p>Ask them to explain their view: This will reveal any knowledge gaps.</p>	<p><i>"Can you explain your position on funding global asks, like programming from USAID on Tuberculosis?"</i></p>