

UNC CFAR Social and Behavioral Sciences Core

Motivational Interviewing Services

Two pricing levels:

1. **CFAR members:** UNC, RTI, and FHI 360
2. **Persons eligible for developmental awards** defined as “Applicants must be new or early stage investigators (see definitions below) who have never received an NIH R01 or R01-equivalent (R01, R23, R29, and R37) award in HIV/AIDS.”
 - a. New investigator: An investigator who has not previously received substantial, independent funding from NIH.
 - b. Early stage investigator: A Principal Investigator (PI) who has completed their terminal research degree or end of post-graduate clinical training, whichever date is later, within the past 10 years and who has not previously competed successfully as PI for a substantial NIH independent research award. A list of NIH grants that a PD/PI can hold and still be considered an ESI can be found [here](#).

Motivational Interviewing: Trainings		
Training	Price	10% Developmental Award Discount Price
MI Overview (1-4 hours) <ul style="list-style-type: none"> • Overview of theory and spirit of MI • Description of the four processes of MI • Overview and brief practice of 1-4 basic MI techniques (open questions, reflective listening, importance and confidence, elicit-provide-elicite). Number of techniques is dependent on the time available. 	\$150 per hour per group	\$135 per hour per group
MI Sampler (1 day) <ul style="list-style-type: none"> • MI Overview material with 4 techniques • Role play and group discussion of an MI encounter 	\$150 per person	\$135 per person
MI 101 (2 days) <ul style="list-style-type: none"> • MI Sampler Material • Overview and discussion of “change talk” • Group and individual feedback on role play exercises 	\$300 per person	\$270 per person
MI 101 (3 days) <ul style="list-style-type: none"> • MI Sampler material • Overview and discussion of “change talk” • Overview and discussion of “sustain talk” Overview of “discord” between client and clinician • Group and individual feedback on role play exercises 	\$425 per person	\$382.50 per person

Motivational Interviewing Development Packages (Available as add-ons to MI 101 trainings)

Packages	Price	Developmental Award Discount Price?
MI Guide	\$75 per hour	\$67.5 per hour
Supplemental Intervention Materials	\$75 per hour	\$67.5 per hour
Process Evaluation	\$75 per hour	\$67.5 per hour
Motivational Interview Coding	\$75 per hour	\$67.5 per hour

Motivational Interviewing: *Individual Coaching Packages*

Coaching	Price	Developmental Award Discount Price
Basic <ul style="list-style-type: none"> • 3 face-to-face or phone meetings with counseling team • Discussion of difficulties with specific cases and/or techniques • Review and practice of specific techniques as needed • General and specific MI questions 	\$125 per hour	\$112.50 per hour
Augmented <ul style="list-style-type: none"> • Basic coaching package plus 3 additional sessions for a total of 6 coaching sessions • Assignments for members to “real-play” key scenarios and/or techniques • Submit audio-recordings for trainer coding and feedback • Basic overview and practice of MITI coding 	\$125 per hour	\$112.50 per hour