



# SMIOC Strategic Model to Improve the Achievement Motivation of Students: Literature Review

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**Abstract.** This article is a preliminary study that aims to provide a theoretical overview of the short solution-focused counseling (SFBC) motivational interviewing (MI) and online counseling approaches that were developed into SMIOC. The method used is a literature review of the SFBC, MI and online counseling approaches. The findings of this study indicate that in the last 10 years, the number of articles related to online counseling-based Solution Focused Brief Counseling and Motivational Interviewing (MI) has not yet been developed. Another theoretical finding is that between SFBC and MI there is a bond that can be developed on the basis of online counseling. This is what has renewed so that the approach in SFBC MI is based on online counseling (SMIOC).

**Keywords:** SMIOC, Solution-focused counseling, Motivational interviewing, Online counseling approaches, Theoretical overview

## 1 Introduction

Over the last five years, research on achievement motivation has received a lot of attention. Based on the findings of existing research, achievement motivation is concluded as an important predictor that influences student academic achievement [7]. In addition, achievement motivation is an important mediating variable for academic procrastination and academic dishonesty [2]. But the higher the school level, the student's achievement motivation tends to decrease [17].

Research conducted in Indonesia also found relevant data. Atmoko's research, etc., all (2022) found that there were significant differences in student achievement motivation and recommending services to increase achievement motivation. In line with that, the research results of Atmoko et al (2022) found that achievement motivation contributed to an increase in learning behavior and recommended the need for services to increase achievement motivation [6].

The results of this research were reinforced by a preliminary study which was conducted in December 2021 at public high schools throughout the city of Surabaya involving 1,809 students as respondents. The instrument used is the achievement motivation scale which has been developed based on McClelland's

(1987) theoretical construct and has been tested for its validity and reliability [15]. Based on the results of launching the achievement motivation scale, it was found that 32.84% of students had low achievement motivation.

One of the assistance efforts provided by counselors in order to help solve problems faced by students is to provide counseling services. Theoretically for Indonesia, high school level counselors have a limited percentage of the time they provide counseling services Ministry of Education and Culture (2014). Charlesworth & Jackson stated that solution-focused brief counseling is suitable for school settings because it is able to provide effective counseling and a shorter time [8].

One of the biggest challenges in the practice of solution-focused brief counseling is the counselee's reluctance/ambivalence to change. This causes the counselee not to want to commit and be actively involved in the counseling process. This is offered from the motivational interviewing/MI approach. MI is a person-centred style of counseling to address the common problem of ambivalence about change [16]. The integration opportunity between SFBC and MI needs to be investigated because it can produce a more effective model [4].

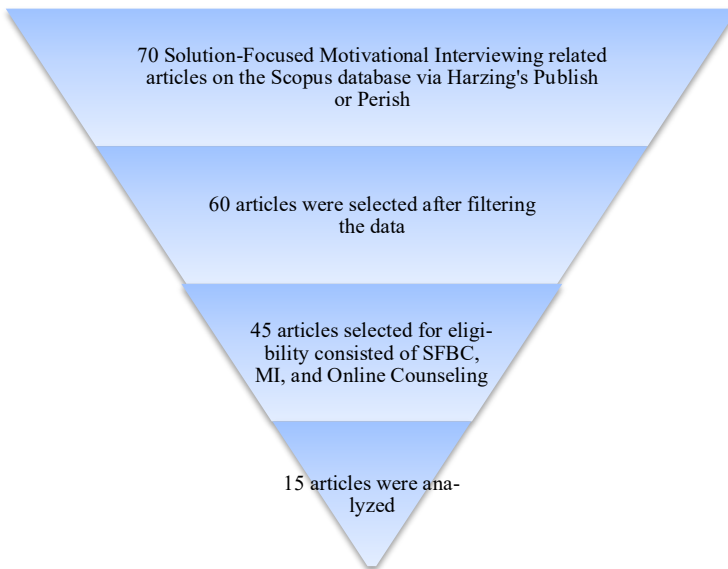
In addition to integrating the counseling approach, the counseling program must also be adapted to current trends among students. Based on research it was found that as many as 74% of students agreed with the blended learning method in guidance and counseling services[5]. And able to arouse students' enthusiasm [13]. Online-based counseling methods also have a good level of time efficiency, and can be done without space and time restrictions [12].

Based on the description above, it aims to produce a Solution-Focused Motivational Interviewing Online Counseling (SMIOC) model to increase high school students' achievement motivation. The development of the Solution-Focused Motivational Interviewing Online Counseling (SMIOC) model is a development and innovation in this research. The results of this study are expected to be of practical use in increasing student achievement motivation.

## 2 Methods

The research method uses a literature study with a review method. The objective of the systematic literature in this study is to attempt to synthesize research evidence on Solution-Focused Motivational Interviewing and the synthesis of

results trying to provide novelty in Solution-focused Motivational Interviewing based on Online Counseling. Researchers conducted a systematic literature review by analyzing the types, designs, instruments and research implications. This study uses the Systematic Literature Review method. Research on this method will be identified, studied, evaluated, and interpreted from various sides [1]. The research that will be identified, reviewed, evaluated, and interpreted is related to Solution-Focused Motivational Interviewing research originating from various countries as shown below.



### 3 Findings and Discussion

The results of the Solution-Focused Motivational Interviewing Online Counseling research in various ways show effective results and have not been effective in their implementation. This is shown in several studies and research results in table 1 below.

Table 1. Solution-Focused Motivational Interviewing Online Counseling Research Results in various countries

No	Researcher and The Year	Journal Name	Country	Research Result
1	(J.KNovella., 2022)	<i>Journal of American College Health</i>	America	There is a significant change by using SFBC online
2	Hendriani, W., & Mulawarman, M. (2020).	<i>Islamic Guidance and Counseling Journal</i>	Indonesia	In terms of basic assumptions and concepts related to the intervention process that confirms the relevance and accuracy of using SFBC in helping individuals achieve post-traumatic resilience
3	Wiretna, C. D., Saputra, W. N. E., Muarifah, A., & Barida, M. (2020).	<i>Universal Journal of Educational Research</i>	Indonesia	Showed that online aggressive behavior can significantly decrease after being given the SFBC intervention
4	Altundağ, Y., & Bulut, S. (2019)	<i>Avances en Psicología Latinoamericana</i>	Türkiye	Revealed that four-session individual psychological counseling based on a brief approach that focuses on effective solutions in reducing student test anxiety
5	Indriūnienė, V. (2017).	<i>Croatian Journal of Education: Hrvatski časopis za odgoj i obrazovanj</i>	Croatia	SFBC is suitable for youth counseling in schools because it is a concise, well-structured and flexible approach that helps improve the quality of the classroom
6	Afriwilda, M. T., & Mulawarman, M. (2021)	<i>Islamic Guidance and Counseling Journal</i>	Indonesia	The result, there is a significant change in the psychological well-being of students after counseling with motivational interviewing
7	Gao, X., Lo, E. C. M., McGrath, C., & Ho, S. M. Y. (2015).	<i>Trials</i>	USA	Online-based motivational interviewing helps counselors conduct counseling
8	Rochat, S. (2019)	<i>Journal of Career Development</i>	USA	Motivational interviewing on career counseling on students helps in student careers
9	Spector, A., Ash, E., Garland, B., McLaughlin, R., Ritenour, A.,	<i>Journal of Genetic Counseling</i>	USA	Motivational interviewing in genetic counseling helps the counselor's role

No	Researcher and The Year	Journal Name	Country	Research Result
	Gonynor, C., & Riconda, D. (2022).			
10	Oster, C., Leibbrandt, R., Schoo, A., Lange, B., Litt, J., Morello, A., & Lawn, S. (2022).	<i>International Journal of Health Promotion and Education</i>	USA	Feasibility of motivational interviewing in online counseling
11	Celia, G., Cavicchiolo, E., Girelli, L., Limone, P., & Cozzolino, M. (2022).	<i>Counselling and Psychotherapy Research</i>	USA	The effectiveness of online counseling is related to psychological problems
12	Hanley, T. (2021)	<i>Counselling and Psychotherapy Research</i>	USA	The development of online-based counseling
13	Zammiti, A., Russo, A., Ginevra, M. C., & Magnano, P. (2023)	<i>Behavioral Sciences</i>	USA	Effectiveness of online counseling and satisfaction in its implications
14	Carbone, G. A., et.all (2022)	<i>Clinical Psychology &amp; Psychotherapy</i>	USA	Online counseling has been identified as a useful tool in providing psychological help and support
15	Pordelan, N., & Hossainian, S. (2022)	<i>Behaviour &amp; Information Technology</i>	USA	Online counseling shows the significance of counseling services

Based on the results of research from several countries, namely Indonesia, America, Croatia and Turkey which were indexed by Scopus, 15 articles were analyzed each consisting of SFBC, MI and Online Counseling which were indexed by Scopus. In the SFBC journal, there were 5 articles analyzed which showed the results of the study (J. Knovella., 2022) stated that Solution-Focused had significant changes using SFBC online. The same thing was also explained by the results of research by Hendriani, W., & Mulawarman, M (2020) who said that in terms of basic assumptions and concepts related to the intervention process that emphasized the relevance and accuracy of using SFBC in helping individuals achieve post-traumatic resilience. The results of the research by Wiretna, C. D., Saputra, W. N. E., Muarifah, A., & Barida, M. (2020) show that online aggressive behavior can significantly decrease after being given the SFBC intervention. This was also conveyed from the research results of Altundağ, Y., & Bulut, S. (2019) which revealed that four-session individual psychological counseling based on a brief approach that focuses on effective solutions in reducing student test

anxiety. Furthermore, research by Indriūnienė, V. (2017) SFBC is suitable for youth counseling at school because it is a short, well-structured, and flexible approach that helps improve class quality.

Furthermore, the same thing also analyzed 5 Scopus indexed articles about Motivational Interviewing (MI) Afriwilda, M. T., & Mulawarman, M. (2021) yielded the result, there were significant changes in the psychological well-being of students after counseling with motivational interviewing. Gao, X., Lo, E. C. M., McGrath, C., & Ho, S. M. Y. (2015) Online-based motivational interviewing helps counselors do counseling. The results of Rochat, S.'s research (2019) motivational interviewing on career counseling on students helps in student careers. Spector, A., et.al. (2022) motivational interviewing in genetic counseling assists the counselor's role. The results of Oster, C., Leibbrandt, et. all (2022) results from the feasibility of motivational interviewing in online counseling.

Furthermore, 5 articles indexed by Scopus related to online counseling Celia, G.et.all (2022) results of research on the effectiveness of online counseling related to psychological problems, further research from Hanley, T (2021) which conveys the development of online counseling that is easily accessible to clients. Zammitti, A., Russo, A., Ginevra, M. C., & Magnano, P. (2023) the results of the study resulted in the effectiveness of online counseling and satisfaction in its implications. The results of research by Carbone, G. A., et.all (2022) state that online counseling has been identified as a useful tool in providing psychological assistance and support. Pordelan, N., & Hosseinian, S. (2022) results in online counseling research show the significance of counseling services.

Based on the results of the research above, it can be concluded that the development of SMIOC which was motivated by the combination of two counseling approaches was very capable of being developed by looking at it theoretically and being developed with an online counseling model.

This model is an integration that combines the Solution-Focused Brief Counseling (SFBC) and Motivational Interviewing (MI) approaches in the form of Online Counseling (OC). Lewis and Osborn stated that there are similarities between solution-focused counseling and motivational interviewing, namely: non-pathological, multi-perspective, focused on change, reframing the meaning of 'resistance', cooperation is the key, using counselee's strengths and resources, and being sensitive to time [14].

Solution-Focused Brief Counseling (SFBC) is a future-focused, goal-oriented counseling approach to brief therapy that was developed originally by Steve de Shazer and Insoo Kim Berg at the Family Brief Therapy Center in Milwaukee in the early 1980s. SFBC emphasizes the strength and resilience of people by focusing on exceptions to problems and their conceptual solutions. SFBC is an optimistic, antideterministic, future-oriented approach based on the assumption that counselees have the ability to change rapidly and can create problem-free language when striving for new realities [9]. The SFBC approach is also very effective in helping student problems [10].

Motivational Interviewing (MI) is a collaborative conversation style to strengthen one's motivation and commitment to change [16]. MI is deeply rooted in and an evolution of

Carl Rogers' person-centered counseling approach [3]. According to Miller & Rollnick there are four key elements of Motivational Interviewing (MI), namely: partnership, acceptance, compassion, and evocation [16].

MI includes four important processes, namely: engaging, focusing, evoking, planning. The first stage, therapeutic engagement is a prerequisite for everything that follows. Furthermore, the second stage, the focusing process helps clarify the direction of counseling. The third stage, involves eliciting the counselee's own motivation for change, and that becomes the essence of MI. As for the fourth stage, planning includes developing a commitment to change and formulating a specific action plan [16].

With regard to online counseling, Kraus, Zack & Stricker defines it as a type of professional therapeutic interaction that uses the internet to connect qualified mental health professionals to their clients [11]. This is in line with what is stated in Ifdil & Ardi online counseling can be interpreted as a counseling process carried out with network tools as a liaison between counselors/counselors and their clients. The implementation of online counseling needs to pay attention to the professional code of ethics. According to the American Counseling Association or called ACA in general, it discusses online counseling in its code of ethics regarding distance counseling, technology and social media. Even with the development of the internet and entering the era

According to Zack in Kraus, in online counseling services, a minimum of a computer, an internet connection (high-speed, ideally) and a web browser must be available. In addition, you may also consider having: 1) a personal email account, 2) a private chat account, 3) a videoconferencing and webcam program, 4) a domain name, 5) a website, 6) a webhosting account (to host a website), 7) software/hardware security, 8) social media accounts (eg, Facebook, Twitter), 9) a virtual world account (eg, in second life) [11]. Furthermore, in the current era, according to Titov et al. (2010), the number of clients who prefer individual or group online counseling increased with the expansion of the internet and smartphones. In their study, Bergstrom et al. (2010) stated that online counseling practices were as effective as face-to-face counseling sessions.

The SMIOC model combines two approaches based on online counseling. Two approaches that focus on the future with theoretical studies of SFBC and MI packaged in online counseling. This is also reinforced according to Lewis & Osborn (2004) that the combination of SFC and MI can effectively encourage change through collaborative and mutually respectful counseling relationships, respecting client stories, and recognizing client strengths, intentions, and preferences as important components in client's own healing [14].

## 4 Conclusion.

The findings of this study indicate that in the last 10 years, the number of articles related to online counseling-based Solution Focused Brief Counseling and Motivational Interviewing (MI) has not yet been developed. Another theoretical finding is that between SFBC and MI there is a bond that can be developed on the basis of online counseling. This is what has renewed so that the approach in SFBC MI is based on online counseling (SMIOC).

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