Motivational Interviewing: Brief Overview

Spirit and Guiding Principles
* Express empathy *
1. Collaborate with the person.
2. Support autonomy and self-efficacy.
3. Evoke a person’s own reasons to change.

Goals:
Explore and resolve ambivalence about change.
Increase confidence about making a change.

Key Techniques
- Ask permission to give advice.
- Talk less, listen more.
- Use more open than closed questions.
- Affirm strengths, intentions, efforts, choice.
- Reflect back and summarize what you hear.

You are not listening to me when:
- You say you understand.
- You say you have an answer before I finish telling you my story.
- You cut me off before I have finished speaking.
- You finish my sentences for me.
- You tell me about yours or another person’s experiences, making mine seem unimportant.
- Your response is not consistent with what I said.

You are listening to me when:
- You really try to understand, even if I am not making much sense.
- You grasp my point of view, even when it’s against your own view.
- You allow me the dignity of making my own decisions, even when you feel they may be wrong.
- You do not take my problem from me but allow me to deal with it in my own way.
- You hold back the desire to give advice (or only offer it with permission).
- You give me room to discover what is really going on.

(Author unknown)

BE CURIOUS
Ask about:
- Goals and values
- Strengths and challenges
- Reasons to change or not change
- How they see and understand the situation

LISTEN FOR CHANGE TALK

Change Talk:
D esire
A bility
R easons
N eed

REMEMBER:
Commitment is necessary for change to happen.

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To get someone talking about change:

**Ask for it!**

- Why might you want to make this change?
- If you decided to change, how would you do it?
- What would be the best reasons to change?
- How will your life be better if you change?

**Explore pros and cons...of the behavior and of changing**

- What are the good things about smoking?
- ...and what are the not so good things about smoking?

...and then reflect back

- So, on the one hand...
- And on the other hand...

**Assess importance and confidence**

- On a scale from 0-10, how important is it to you to ________?
- On a scale from 0-10, how confident are you that you will be able to ________?

0-10 Ruler to Assess Importance and Confidence:

- 0
- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10

**Followed by:**

- “What makes you a 4?” (for importance)
- “What would help you feel more confident?” (for confidence)