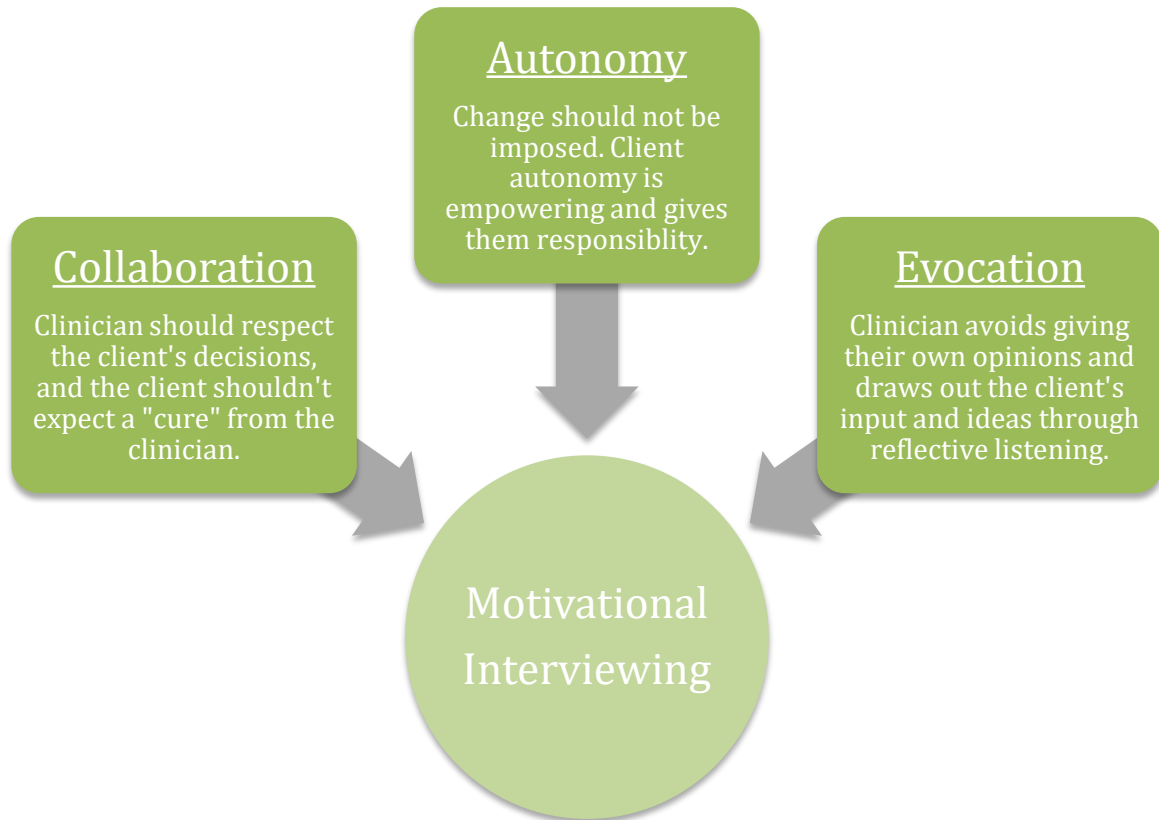


Motivational Interviewing How-To

The Spirit of Motivational Interviewing



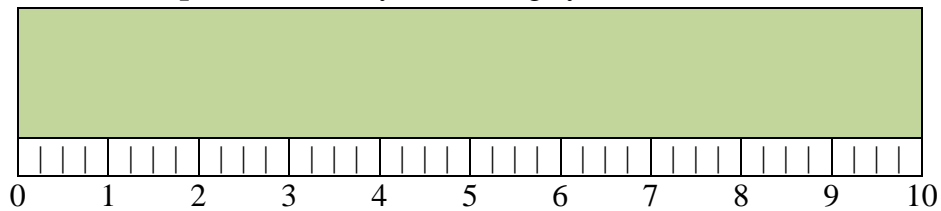
What To Do Before Starting Motivational Interviewing

1) Cost-Benefit of Change

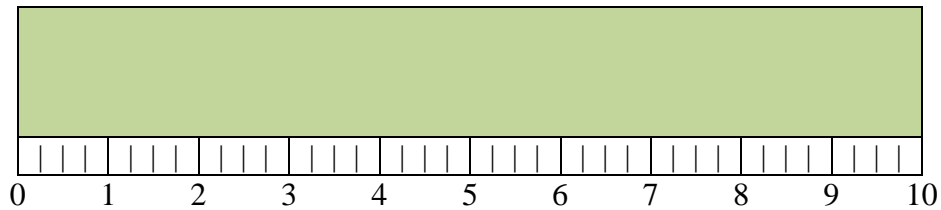
Reflecting on the Costs and Benefits of Change		
What behavior change are you considering? _____		
	STAY THE SAME	MAKE A CHANGE
BENEFITS		
COSTS		
Come up with some ideas and reflections for each of the four boxes above. These answers will help you clarify your thoughts about what you want to do next.		

2) Importance, Confidence, and Readiness for Change Scale

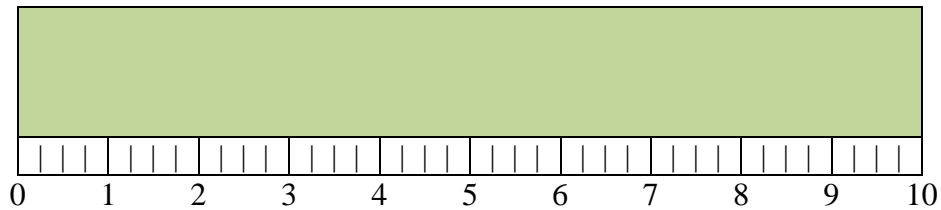
How **important** is it to you to change your habit or behavior?



How **confident** are you that you can successfully change your habit or behavior?



How **ready** are you to start making changes to your habit or behavior?



What To Do During Motivational Interviewing

Express Empathy

Use reflective listening to help the client feel understood and to build a trusting therapeutic alliance.

Roll with Resistance

Your opinions will sometimes differ from the client. Make sure to work through these differences without confrontation.

Avoid Arguments

Arguments lead to increased anxiety and resistance to change. It is important to build your relationship with the patient through productive forms of communication.

Support Self-Efficacy

Instill a sense of hope and belief that change is possible. Help the client be aware of their own strengths, capabilities, and resources.

Develop Discrepancies

Use gentle questioning to help the client visualize the disparity between their current behavior and their long term goals.

Motivational Interviewing Check List: Am I Doing this Right?

- Am I listening more than I talk?
- Am I sensitive and open to the patient's issues, whatever they may be?
- Am I inviting the patient to talk and explore his/her own ideas for change?
- Am I inviting the patient to talk and explore his/her own reasons for *not* changing?
- Am I asking permission to give my feedback?
- Am I reassuring the patient that ambivalence to change is normal?
- Am I helping the patient identify his/her successes and challenges from his/her past *and* relate them to present efforts to change?
- Am I trying to understand the patient?
- Am I summarizing what I am hearing from the patient?
- Am I expressing that I value the patient's opinion?
- Am I reminding myself that the patient is capable of making his/her own choices?

How To Ask Open-Ended Questions

Closed Question	Open Question
You are here because you were diagnosed with alcoholism, correct?	What brings you here today?
How many siblings do you have?	Tell me about your family.
Don't you think it would be a good idea for you to attend AA meetings?	What do you think about the possibility of attending AA meetings?
How many alcoholic beverages do you drink in a day?	Tell me about your alcohol use during a typical week.
Do you think you drink too often?	What concerns you about your alcohol use?
When do you plan to quit drinking?	What do you think you want to do about your drinking?