Motivational Interviewing Principles



Resist telling them what to do: Avoid telling, directing or convincing.



Understand their motivation: Seek to understand their values, needs, abilities, motivations and potential barrier to changing behaviors.



Listen with empathy.



Empower them: Work to set achievable goals and to identify techniques to overcome barriers.



Open-ended **Questions**

Helps ensure your patient does most of the talkina.

Tell me about your plan to...,

Describe what you want to do.

Affirmation

Builds rapport and makes your patient feel understood.

"Sounds like you are committed to..."

Reflect

Helps the patient identify discrepancies in their

"You are wondering if..."

thinking.

Summary

Reinforces the commitments the patient made to change.

"Sounds like you've made some progress in...but I'm also hearing..."





Skills to Use: Change Talk

Contemplation Stage

Desire for change

Ability to change

Keasons for change

Need to change

Action Stage

Commitment to change

Activation for change

aking steps to change

SMART Goal:

Specific

Time Specific will accomplish

> Relevant is important & meaningful

Measurable

Achievable can accomplish & build self-efficacy

How confident are you about making this change?

Readiness Ruler

Confidence





Not prepared

Somewhat

Already changing