

# OARS + Model for Motivational Interviewing

<b>O</b> pen-Ended Questions	<b>A</b> ffirmative Statements	<b>R</b> eflections	<b>S</b> ummary Statements	<b>+ Offer Information with Permission</b>
<ul style="list-style-type: none"> <li>• Ask open-ended questions that can't be answered with 'yes/no'</li> <li>• Engage in two-way dialogue</li> <li>• Goal is to understand their barriers, concerns and expectations</li> </ul>	<ul style="list-style-type: none"> <li>• Recognize and support their values, perspective, strengths and efforts</li> <li>• Goal is to promote a collaborative relationship</li> </ul>	<ul style="list-style-type: none"> <li>• Use reflective listening</li> <li>• Respond thoughtfully by paraphrasing</li> <li>• Validate their point of view</li> <li>• Goal is to confirm they have been heard or acknowledged</li> </ul>	<ul style="list-style-type: none"> <li>• Use statements that recount and clarify what the person said</li> <li>• Identify specific areas that they can act on</li> <li>• Goal is to clearly and respectfully conclude the conversation</li> </ul>	<ul style="list-style-type: none"> <li>• You may offer your own experience and/or information – ALWAYS ask for permission</li> <li>• Goal is to foster openness and connect based on respect, not to persuade or convince</li> </ul>
<ul style="list-style-type: none"> <li>✓ How are you feeling about the vaccine?</li> <li>✓ What concerns do you have?</li> <li>✓ What reasons do you see to get the vaccine?</li> <li>✓ On a scale of 1 – 10, how important are those reasons to you?</li> <li>✓ What could you do to get more information?</li> <li>✓ What would help you feel better about the vaccine?</li> </ul>	<ul style="list-style-type: none"> <li>✓ I can see that you really care about this</li> <li>✓ I can see that you have done a lot of research</li> <li>✓ Thank you for being honest with me</li> <li>✓ I am hearing that you have really been weighing this out carefully</li> </ul>	<ul style="list-style-type: none"> <li>✓ What I hear you saying is...is that correct?</li> <li>✓ Sounds like you are feeling worried about...</li> <li>✓ Sounds like you want what the vaccine promises, but you're not sure because....</li> <li>✓ You sort of want to do it, but have reservations</li> </ul>	<ul style="list-style-type: none"> <li>✓ So, you mentioned several things that you could do to find out more...</li> <li>✓ You also said that you would talk to your friends and family...</li> <li>✓ You said that you would like help with ___ and you want to ____ . You also want ____ . Have I missed anything?</li> </ul>	<ul style="list-style-type: none"> <li>✓ May I share my own experience?</li> <li>✓ I am/was also really afraid, but I ultimately decided to do it; would it help if I shared my reasoning or what helped me?</li> </ul>

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