

Motivational Interviewing *Tip Sheet*

1. Express Empathy

Walk a mile in their shoes allowing the person to be heard and understood.

2. Support Self-Efficacy

Focus on previous successes and highlighting skills and strengths already possessed.

3. Roll with Resistance

Resistance is normal with conflict between the problem and solution. No need to power struggle. It is a conversation dance not a conversation wrestle. Avoid arguing.

4. Develop Discrepancy

When there is recognition of a conflict between values or goals and current behavior choice, there is usually increased motivation to make changes.

CHECK OUT MORE TIPS ON PAGE TWO!



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Motivational Interviewing Skills to Practice

Skill to Practice	Example	Move From Sustain Talk to Change Talk
 <p>Open-Ended Questions</p>	<p>Listen to <u>understand</u>, not to respond</p> <p><i>"What have you been hearing? I'd be interested in how you see the positives and the negatives."</i></p>	<p>Ask open-ended questions that will likely lead to change talk.</p> <p><i>"What would make you feel better about the COVID vaccines?"</i></p>
 <p>Affirmations/ Recognize Strengths</p>	<p><i>"You take care of your family so well, I can see why you're concerned."</i></p> <p><i>"You already have a lot of knowledge."</i></p> <p><i>"Whether or not you get the vaccine, its entirely up to you."</i></p>	<p>Ask about guiding values. Does getting vaccinated support or interfere with the persons goals/values</p> <p><i>"What's most important to you in your life?"</i></p>
 <p>Reflective Listening/ Explore-Offer-Explore</p>	<p><i>"It sounds like you have concerns about the vaccines safety. What have you heard? I am interested in how you see the positives and negatives."</i></p> <p><i>"People you trust have said the vaccine was produced too quickly, is that right?"</i></p>	<p>Ask for pros and cons (good things/not-so good things) for both not getting vaccinated and for vaccinated.</p> <p><u>Look Back:</u> Ask about a time before the pandemic. <i>"How were things different/better for you before COVID?"</i></p> <p><u>Look Forward:</u> <i>"How could your life be different if you decided to get the vaccine?"</i></p>
 <p>Providing Information/ Advice with Permission</p>	<p><i>"Could I share some information with you based on what you just shared?"</i></p> <p><i>"May I share my personal experience with you?"</i></p> <p><u>Don't forget to explore their response.</u></p> <p><i>"What questions do you have with what I've shared?"</i></p>	<p>Explore what they already know and their experience. Then, offer information and explore their response to the information.</p> <p><i>"What do you know about the vaccine?"</i></p> <p><i>"What is your understanding about your risk to getting COVID?"</i></p>
 <p>Summarizing the Conversation</p>	<p>Communicate understanding, include important elements of discussion, and ask for clarification to explore what their next step might be.</p>	<p><i>"I can see you have thought a lot about this. What do you think you will do now"</i></p>