

# MOTIVATIONAL INTERVIEWING

## RESISTANCE AND CHANGE TALK



### Resistance

Strong

Adamant Refusal

Advantages or Benefits of Status Quo

Concerns about Change (losses, fears, risks)

Barriers or Ineffective Pathways

Costs of Change

Tentative/Qualified Motivation to stay the same

Reluctant Disagreement



Weak



### Change Talk

Strong

Full-throated Commitment

Advantages or Benefits of Change

Concerns about Status Quo (losses, fears, risks)

Supports or Possible Pathways

Costs of Status Quo

Tentative/Qualified Motivation to change

Reluctant Agreement