

Motivational Interviewing Core Skills

“Enhancing intrinsic motivation to change by exploring and resolving ambivalence.”

(Miller and Rollnick, 2002)

Demonstrating MI “Spirit” (encourages ownership, enhances self-efficacy, assumes competency)

Respect Autonomy vs. exert authority
Collaborate vs. confront
Evoke vs. educate
Explore vs. explain

Using Opening Strategies (creates a safe environment for disclosure and creative exploration)

Open questions
Affirmation
Reflective Listening
Periodic Summaries

Maintaining a Therapeutic Alliance

Principles (supports consonance)

DO: Express empathy
Develop discrepancy (Decisional Matrix)
Role with resistance
Support self-efficacy

Traps (creates dissonance)

DON'T: Argue, disagree, challenge
Analyze, explain, direct
Judge, criticize, blame, label
warn, try to persuade with logic

Eliciting and Exploring “Change Talk” (supports movement toward change)

Reasons (Problem recognition)
Desire, Need (Concern)
Ability (Confidence)
Commitment (Intention)

Responding to “SustainTalk” (respects client’s pace while encouraging insight)

Simple Reflection
Amplified Reflection
Double-sided Reflection
Shifting Focus
Reframing
Agreement with a Twist
Emphasizing Personal Choice and Control
Coming Alongside (Siding with the Negative)

Recognizing and Consolidating Commitment (assists client to maintain motivation in the face of residual ambivalence)

Recapitulation
Transition
Exploration of options
Change plan: development
 implementation
 monitoring
 refinement