

Motivational Interviewing



Tips for Exploring Motivation to Change with Patients

Motivational interviewing is “a collaborative conversation style for strengthening a person’s own motivation and commitment to change.”

Quick Steps

Pause	Notice your reaction to the person.
Think	What could the person be thinking and feeling? What do they want you to understand about their perspective?
Be Curious	Ask open-ended questions.
Listen	Try to understand their point of view.
Explore Options	Exchange ideas about what to do next.
Recognize Success	Acknowledge that change is hard and give credit for small steps.





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Open Ended Questions:

Evoke motivation and increase the odds of planning a course that involves change.

- *Examples: “How can we work together to improve this situation?” or “I see you left this section of your screening blank. Tell me more about that.”*

Affirmations:

Positive and genuine statements that recognize a client’s strengths, abilities, good intentions, and efforts.

Reflections:

Allow a client to hear his/her/their own thoughts and feelings in order to increase his/her/their own considerations.

- *Examples: “It sounds like you feel...” or “What I’m hearing you say is...”*

Summaries:

Demonstrate that you have been listening by pulling together what the patient has been explaining and provide a reflection that promotes understanding.

View a **FREE** interactive e-course for more information on motivational interviewing techniques for health care teams. You can access the course here: <https://bit.ly/3Dkl4vk>.

