

Additional Resources

An Introduction to Motivational Interviewing

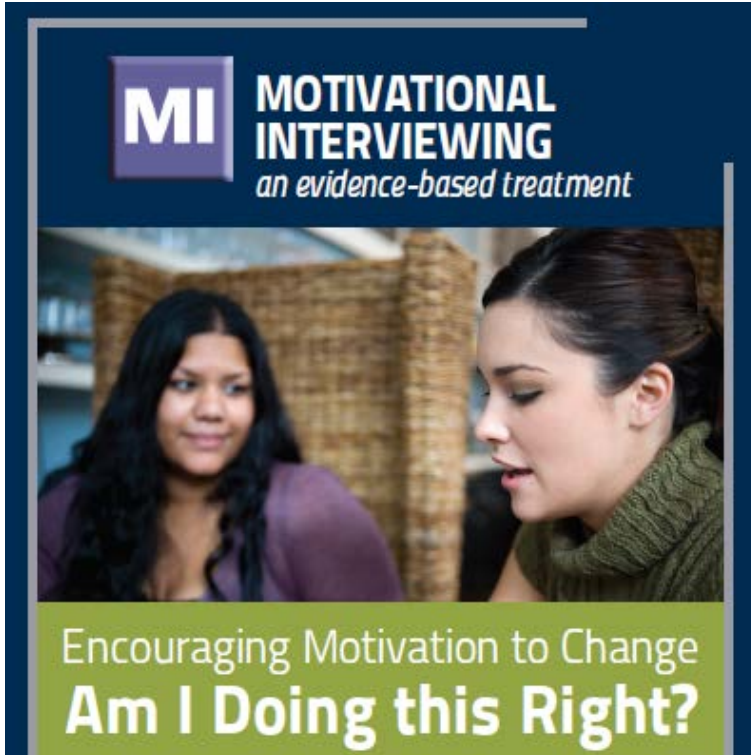
OARS Quick Reference Guide

O	Open ended questions	<ol style="list-style-type: none"> 1. How can I help you with ___? 2. What would success look like to you? 3. How would things be different? 4. Can you tell me more about that experience? 5. What was that like for you?
A	Affirming	<ol style="list-style-type: none"> 1. You handled yourself really well in that situation. 2. How you handled that situation shows true strength. 3. You told me you had a goal of _____. I see that you're taking concrete steps to achieve that goal. 4. That was very courageous.
R	Reflective Listening	<ol style="list-style-type: none"> 1. It seems that when ____ happens, you feel _____. 2. It sounds like that situation resulted in you rethinking some things. 3. It sounds like that coping strategy was effective for you.
S	Summarizing	<ol style="list-style-type: none"> 1. Let me see if I understand this so far.... 2. So what I am hearing is....is that correct? 3. It sounds like you.... 4. So, <<recap of discussion>>. Is that correct?


Quick Tips for Using Motivational Interviewing

- 1. Ask Evocative Questions:** Ask an open question, the answer to which is likely to be change talk. “Why would you want to make this change?” “How might you go about it in order to succeed?” “What are three reasons for you to do it?” “How important is it for you to make this change, and why?” “How confident do you feel about being able to make this change, and why?” “So what do you think you’ll do?”
- 2. Explore Decisional Balance:** Ask for the pros and cons of both changing and staying the same.
- 3. Good Things/Not--So--Good Things:** Ask about the positives and negatives of the target behavior.
- 4. Ask for Elaboration/Examples:** When a change talk theme emerges, ask for more details. “In what ways?” “Tell me more?” “What does that look like?” “When was the last time that happened?”
- 5. Look Back:** Ask about a time before the target behavior emerged. How were things better, different?
- 6. Look Forward:** Ask what may happen if things continue as they are (status quo). Try the miracle question: If you were 100% successful in making the changes you want, what would be different? How would you like your life to be five years from now?
- 7. Query Extremes:** What are the worst things that might happen if you don’t make this change? What are the best things that might happen if you do make this change?
- 8. Use Change Rulers:** Ask: “On a scale from 1 to 10, how important is it to you to change [the specific target behavior] where 1 is not at all important, and a 10 is extremely important? *Follow up:* “And why are you at and not [a lower number than stated]?” “What might happen that could move you from to [a higher number]?” Alternatively, you could also ask “How confident are that you could make the change if you decided to do it?”

Motivational Interviewing Reminder Card



MI **MOTIVATIONAL INTERVIEWING**
an evidence-based treatment



Encouraging Motivation to Change
Am I Doing this Right?

- 1.** ✓ **Do I listen more than I talk?**
✗ Or am I talking more than I listen?
- 2.** ✓ **Do I keep myself sensitive and open to this person's issues, whatever they may be?**
✗ Or am I talking about what I think the problem is?
- 3.** ✓ **Do I invite this person to talk about and explore his/her own ideas for change?**
✗ Or am I jumping to conclusions and possible solutions?
- 4.** ✓ **Do I encourage this person to talk about his/her reasons for *not* changing?**
✗ Or am I forcing him/her to talk only about change?
- 5.** ✓ **Do I ask permission to give my feedback?**
✗ Or am I presuming that my ideas are what he/she really needs to hear?
- 6.** ✓ **Do I reassure this person that ambivalence to change is normal?**
✗ Or am I telling him/her to take action and push ahead for a solution?

- **The international organization handling the standards for MI**
<https://motivationalinterviewing.org/>
- **Center for Evidence Based Practices**
<https://www.centerforebp.case.edu/practices/mi>
- **National information through SAMHSA on MI**
<https://www.integration.samhsa.gov/clinical-practice/motivational-interviewing>
- **Miller, W. R., & Rollnick, S. (2000). Motivational interviewing: Preparing people for change. New York: Guilford Press.**