

# Additional Resources

An Introduction to Motivational Interviewing

# OARS Quick Reference Guide

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

# 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

*an evidence-based treatment*



## Encouraging Motivation to Change **Am I Doing this Right?**

Motivational Interviewing encourages you to help people in a variety of service settings discover their interest in considering and making a change in their lives (e.g., to manage symptoms of mental illness, substance abuse, other chronic illnesses such as diabetes and heart disease).

### **REMIND ME**

Use the back of this card to build self-awareness about your **attitudes, thoughts,** and **communication style** as you conduct your work. Keep your attention centered on the people you serve. Encourage *their* motivation to change.

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# Encouraging Motivation to Change

## Am I Doing this Right?

- 1. ✓ Do I listen more than I talk?**  
**X** 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?**  
**X** 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?**  
**X** Or am I jumping to conclusions and possible solutions?
- 4. ✓ Do I encourage this person to talk about his/her reasons for *not changing*?**  
**X** Or am I forcing him/her to talk only about change?
- 5. ✓ Do I ask permission to give my feedback?**  
**X** 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?**  
**X** Or am I telling him/her to take action and push ahead for a solution?
- 7. ✓ Do I help this person identify successes and challenges from his/her past *and* relate them to present change efforts?**  
**X** Or am I encouraging him/her to ignore or get stuck on old stories?
- 8. ✓ Do I seek to understand this person?**  
**X** Or am I spending a lot of time trying to convince him/her to understand me and my ideas?
- 9. ✓ Do I summarize for this person what I am hearing?**  
**X** Or am I just summarizing what I think?
- 10. ✓ Do I value this person's opinion more than my own?**  
**X** Or am I giving more value to my viewpoint?
- 11. ✓ Do I remind myself that this person is capable of making his/her own choices?**  
**X** Or am I assuming that he/she is not capable of making good choices?

# Educational Resources

- **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.**