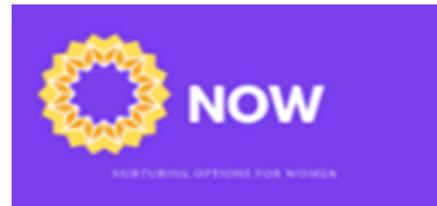


# Motivational Interviewing: Preparing People to Change Health Behaviors

## TIPS SHEET

### Five General Principles of Motivational Interviewing:

1. Express empathy
2. Develop discrepancy
3. Avoid argumentation
4. Roll with resistance
5. Support self-efficacy



### Responses that are NOT Reflective Listening:

1. Ordering, directing, or commanding
2. Warning or threatening
3. Giving advice, making suggestions or providing solutions
4. Persuading with logic, arguing, or lecturing
5. Moralizing, preaching, or telling clients what they *should* do
6. Disagreeing, judging, criticizing, or blaming
7. Agreeing, approving, or praising
8. Shaming, ridiculing, or labeling
9. Interpreting or analyzing
10. Reassuring, sympathizing, or consoling
11. Questioning or probing
12. Withdrawing, distracting, humoring, or changing the subject



### Assumptions to Avoid:

1. This person OUGHT to change
2. This person WANTS to change
3. This person's health is the prime motivating factor for him/her
4. If he or she does not decide to change, the consultation has failed
5. Individuals are either motivated to change, or they're not
6. Now is the right time to consider change
7. A tough approach is always best
8. I'm the expert -- He or she must follow my advice
9. A negotiation approach is always best

### Signs of Resistance:

- Arguing
  - Challenging
  - Discounting
  - Hostility
- Interrupting
  - Talking over
  - Cutting off
- Ignoring
  - Inattention
  - Non-answer
  - No response
  - Sidetracking
- Denying
  - Blaming
  - Disagreeing
  - Excusing
  - Claiming impunity
  - Minimizing
  - Pessimism
  - Reluctance
  - Unwilling to change

### **Strategies for Handling Resistance:**

1. Simple Reflection: simple acknowledgement of the client's disagreement, emotion, or perception
2. Double-sided Reflection: acknowledge what the client has said and add to it the other side of the client's ambivalence
3. Clarification: verify your understanding matches the client's perspective
4. Shifting Focus: shift the client's attention away from what seems to be a stumbling block
5. Emphasizing Personal Control: assure the person that in the end, it is the client who chooses and determines what happens

### **Specific MI Strategies:**

1. Ask open-ended questions
2. Listen reflectively
3. Affirm
4. Summarize
5. Elicit self-motivational statements

### **Negotiating a Plan:**

1. Set Specific (short-term) Goals
2. Consider Your Options
  - a. Discuss with the individual the different choices and approaches to making changes
  - b. Try to match the individual to the optimal behavior change strategy
  - c. Recognize that the person may not choose the "right" strategy
  - d. Prepare the individual for this possibility
3. Establish a Plan
  - a. Goals/Strategies/Tactics
  - b. Summarize the plan with the patient
  - c. Make sure to assess if the person is now ready to commit to the plan

### **Specific MI Tools:**

1. List of Pros and Cons (Benefits/Costs) for and against behavior change
2. Assess Importance and Confidence – see handout
3. Looking Back – client reflects on effective strategies used with past successes; have them think back to time in life when things were going well -- describe this and what has changed now
4. Looking Forward – have client think about their hopes for the future if they make this change; how would they like things to be different; what are realistic options now – what could you do now; what are the best results you could imagine if you make this change
5. Exploring Goals – assess match between client's current behavior and future goals; explore how realistic goals are (trying to explore and develop discrepancies between current behavior and client's goals for the future)

## Closed-Ended Questions to Open-Ended Questions Activity 1

1. That would be good if you stopped fighting with your mom, wouldn't it?
2. Do you want to stop skipping school?
3. Don't you want to be drug-free so your girlfriend is proud of you?
4. Don't you think it would be nice if you weren't fighting with your family all the time?
5. You know stealing is wrong, don't you?
6. Wouldn't things be better if you stopped running away from your problems?
7. Do you ever think of going to college?
8. Don't you want to get off probation sooner?
9. Is drug use something you want help for?
10. Isn't it going to be easier if you just follow the rules?
11. Aren't you going to be relieved if you can figure out how to get along with your teachers?
12. You want to be allowed to play football, don't you?
13. Are you happy with the way things are?
14. Don't you like it more when people are off your back?
15. You have to stop getting arrested if you want to get/keep a job, don't you?
16. How much money is this process costing you?
17. When are you going to get it together?
18. How many times do you have to be told?
19. Can't you just listen to your parents?
20. You know this is a violation, right?
21. How much marijuana do you smoke?
22. Did you have a good day in school today?
23. Are you doing OK?

## Forming Reflections

Read the sentence and write down a reflective response to the sentence.

Example: I have had fun, but I can't keep going like this.

- You have enjoyed yourself.
- While things are fun right now, you're wondering about making a change.

1. I know I need to make some changes. I mean, I am here now. I never thought I would be here.
2. I don't have a drug problem. I can stop using at any time.
3. Miss, I do not think you understand where I am coming from... I tried all of those things!
4. I don't think the meds helped all that much, and I really didn't like the way they made me feel.
5. I know pot is illegal, but it's the only thing that calms me down

## ACTIVITY 1 Example Answers

### Closed-Ended Questions to Open-Ended Questions

1. That would be good if you stopped fighting with your mom, wouldn't it?  
(O) Tell me about the things that you and your mom don't agree on?
2. Do you want to stop skipping school?  
(O) What else is affected when you don't attend school?
3. Don't you want to be drug-free so your girlfriend is proud of you?  
(O) How does your drug use affect your relationship with your girlfriend?
4. Don't you think it would be nice if you weren't fighting with your family all the time?  
(O) Tell me about a recent time when you and your family were getting along?
5. You know stealing is wrong, don't you?  
(O) What do you think about after you have stolen something?
6. Wouldn't things be better if you stopped running away from your problems?  
(O) Tell me about some things you have worked on in the past?
7. Do you ever think of going to college?  
(O) Tell me about your future goals?
8. Don't you want to get off probation sooner?  
(O) How will things be different for you when you are off probation?
9. Is drug use something you want help for?  
(O) Tell me what are some negative things that have occurred because of your drug use?
10. Isn't it going to be easier if you just follow the rules?  
(O) What have you struggled with the most?
11. Aren't you going to be relieved if you can figure out how to get along with your teachers?  
(O) Can you tell me about a teacher you have a good relationship with?
12. You want to be allowed to play football, don't you?  
(O) Tell me what being on the football team means to you?
13. Are you happy with the way things are?  
(O) Tell me about the things that are going well for you?
14. Don't you like it more when people are off your back?  
(O) What concerns do those that are close to you have about your situation?
15. You have to stop getting arrested if you want to get/keep a job, don't you?  
(O) How does your legal situation affect your ability to get/keep a job?
16. How much money is this process costing you?  
(O) What has been affected by this event?
17. When are you going to get it together?  
(O) Tell me about some other situations where something like this has happened to you?
18. How many times do you have to be told?  
(O) Where do you think you are getting stuck?
19. Can't you just listen to your parents?  
(O) What is it that is important to your parents?
20. You know this is a violation, right?  
(O) What responses can you anticipate as a result of this?
21. How much marijuana do you smoke?  
(O) What's a typical situation when you smoke marijuana?
22. Did you have a good day in school today?  
(O) How were the kids on your bus today?
23. Are you doing OK?  
(O) What's been going well in your day so far?

## **Forming Reflections**

### **Activity 2**

1. I know I need to make some changes. I mean, I am here now. I never thought I would be here.

The reality of all of this has helped you see a true need to make some changes in your life. What are some changes you have considered?

2. I don't have a drug problem. I can stop using at any time.

You don't feel your life has been impacted at all by your drug use. You feel you have complete control over your use. How would your life be different if you were not using?

3. Miss, I do not think you understand where I am coming from... I tried all of those things!

You were open to trying some new things in the past, but you didn't find any benefits. What would be helpful for you now?

4. I don't think the meds helped all that much, and I really didn't like the way they made me feel.

You found a few benefits with the medication and didn't like the side effects. What other options do you have?

5. I know pot is illegal, but it's the only thing that calms me down.

You want some stress management yet understand the potential legal issues of your pot use. What are some of the other consequences of smoking?

### **Enhancing Motivation for Change in Substance Use Disorder Treatment**

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