Motivational Interviewing: Practice Tips

**MI Spirit: The Essential Foundation**
- **Partnership:** You and the client are equal experts
- **Acceptance:** Absolute worth, accurate empathy, autonomy support, affirmation
- **Compassion:** Beneficence, caring, focus on the other
- **Evocation:** The client’s wisdom is most important

**Four MI Processes**
- **Engaging**
- **Focusing**
- **Evoking**
- **Planning**

**Agenda-Mapping**
Can we take a few minutes to talk about the different issues or concerns that you or others have? Just to get a “big picture” view of what you are coping with right now...

- **Diagnosis**
- **Finances**
- **Treatment Plan**
- **Benefits**
- **Stress**
- **Relationship**
- **Symptoms**

Given all of these possible areas for change, what are your priorities? Where would be the most helpful place for us to start?

**OARS: Key Skills**
- **Open Questions:** What are your reasons for change? How might you go about it in order to succeed?
- **Affirmation:** You have worked hard to make this happen. I can see that you’ve given this a lot of thought.
- **Reflections:** You wish that… You would like to...
- **Summary Statements:** Let me make sure I understand how all this fits together...

**Listen for Change Talk: DARN CAT**
- **Desire**, **Ability**, **Reasons**, **Need**
- **Commitment**, **Activation**, **Taking Steps**

**Readiness Ruler**
People usually have multiple or competing priorities. On a scale of zero-to-ten, how important is it to change…? How confident are you that you could make this change?

Elicit: What do you already know about…?
Provide information: Be brief!
Elicit: How does that fit for you? What do you make of that?

Why did you say [lower number] and not [higher number]?
What would it take to go from [lower number] to [higher number]?

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