



Motivational Interviewing

Motivational Interviewing (MI) is an **approach**, not a technique. MI can be used with every patient in every encounter.



Engaging

- Emphasize empathy and collaboration with the patient.
- Understand circumstances from the patient's point of view.
- "I'm interested in understanding what is most important to you about your health."
- "If it is OK with you, I'd like to hear more about _____."
- "How is _____ affecting your day to day life?"
- "What about this situation most concerns you?"

Focusing

- Collaboratively identifying and targeting the patient's concern and relevant behavioral factors.
- "Let's look at what our focus should be in the time we have today."
- "What connection, if any, do you see between (behavior) and what brought you in today?"
- "One of my main concerns is (behavior). What are your thoughts about this?"

Evoking

- Elicit patient ambivalence regarding change.
- Evoke both "sustain talk" and "change talk," with an emphasis on "change talk."
- "What are the benefits of (behavior) for you?"
- "What are some of the not so beneficial aspects of (behavior) for you?"
- "What, if any, previous attempts have you made to change (behavior)?"
- "On a scale of 0-10, with 0 being not at all ready to change and 10 being ready to change today, how ready are you to change?" If >0, "Why a __ and not a __ (lower number)?"

Planning

- Collaboratively move from general goals to specific intentions.
- "What will changing (behavior) specifically involve for you?"
- "What do you hope to specifically accomplish in the next (agreed-upon time frame)?"
- "Let's see how this plan goes for you and we'll discuss your progress at your next appointment."