Motivational Interviewing Core Skills

“Enhancing intrinsic motivation to change by exploring and resolving ambivalence.”
(Miller and Rollnick, 2002)

Demonstrating MI “Spirit” (encourages ownership, enhances self-efficacy, assumes competency)

- Respect Autonomy vs. exert authority
- Collaborate vs. confront
- Evoke vs. educate
- Explore vs. explain

Using Opening Strategies (creates a safe environment for disclosure and creative exploration)

- Open questions
- Affirmation
- Reflective Listening
- Periodic Summaries

Maintaining a Therapeutic Alliance

Principles (supports consonance) vs. Traps (creates dissonance)

**DO:**
- Express empathy
- Develop discrepancy (Decisional Matrix)
- Role with resistance
- Support self-efficacy

**DON’T:**
- Argue, disagree, challenge
- Analyze, explain, direct
- Judge, criticize, blame, label
- Warn, try to persuade with logic

Eliciting and Exploring “Change Talk” (supports movement toward change)

- Reasons (Problem recognition)
- Desire, Need (Concern)
- Ability (Confidence)
- Commitment (Intention)

Responding to “SustainTalk” (respects client’s pace while encouraging insight)

- Simple Reflection
- Amplified Reflection
- Double-sided Reflection
- Shifting Focus
- Reframing
- Agreement with a Twist
- Emphasizing Personal Choice and Control
- Coming Alongside (Siding with the Negative)

Recognizing and Consolidating Commitment (assists client to maintain motivation in the face of residual ambivalence)

- Recapitulation
- Transition
- Exploration of options
- Change plan: development, implementation, monitoring, refinement

ongoing empirical research and clinical consensus