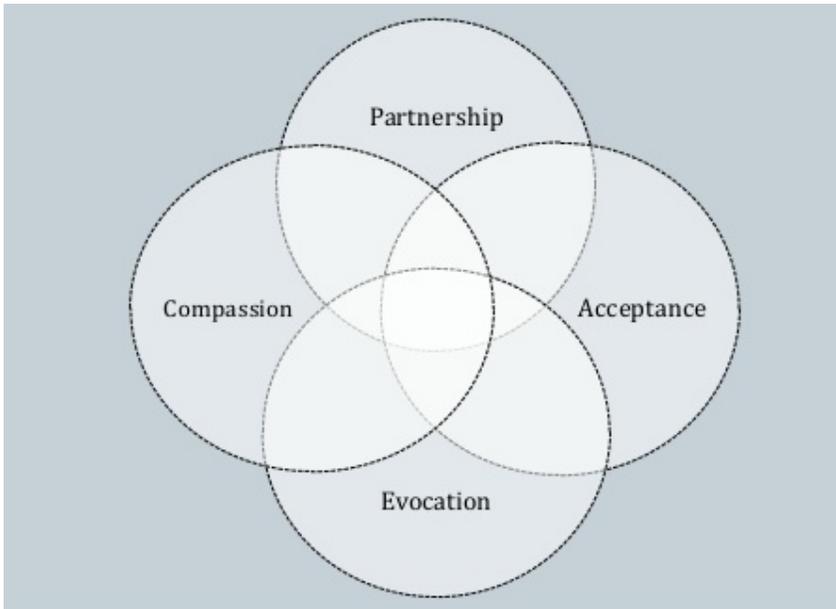


## Motivational Interviewing: Cheat Sheet

### **The Spirit of MI**

Spirit is the underlying component of all MI work



#### **Basic Skills of MI: OARS**

**O**pen-ended question – e.g. “what is that like?” or “Can you tell me a little more about that?”

**A**ffirmations – “I appreciate how open you’ve been about your struggle”

**R**eflections (use often) – “This has been a significant challenge in your life”

**S**ummaries – “On one hand smoking relieves your stress, and also it is causing significant stress in your relationship”

### **The Process of MI**

**Engage** – build rapport and maintain curiosity about your client

**Focus** – bring the conversation to the topic at hand

**Evoke** – explore reasons for and against change, then help to elaborate on reasons for change

**Plan** – collaborate on the ways in which change will happen choosing specific, attainable goals

## Basic Skills of Motivational Interviewing: O.A.R.S

**Open-ended questions** require a complex answer. We use them to gain insight about client's experiences, thoughts, and values.

*What was it like...*

*How were you able to...*

*Can you say a little more about...*

*Can you help me understand what you mean by...*

*Why do you think...*

**Affirmations** are compliments or statements of appreciation. They are used to highlight client strengths and appreciate positive actions.

*"Hi, Susan. Thank you for making it today – I know it can be hard to get here and I appreciate the effort you make to be here and be on time. Your organization ability is a real strength"*

**Reflections** are statements that provide the client with your interpretation of what they are saying. Each one represents an attempt to understand what the client is saying.

*"It can be really hard to deal with Jason when he's feeling stressed out. He sits around the house and won't do anything, but he gets pissed-off if I say anything to him about it!"*

Meaning-reflection:

*"When Jason gets stressed out he doesn't help you around the house and it makes it harder for you to pick the kids up on time from school."*

Feeling-reflection:

*"When Jason gets stressed out he doesn't help around the house, which can be incredibly frustrating. Then, when you can't get the kids on time, you feel like you're being a bad mother."*

**Summaries** are used a method of pulling together all the ideas being discussed so that they can be understood as a whole. This is especially valuable when working with ambivalent clients.

*"Ok, let me see if I understand. You're interested in applying for work at the bakery because they pay enough for you to keep your apartment and you'll have some free time after work to pick up the kids. Also, you have some concerns about being able to get to work that early in the morning. Do I have that right?"*

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<p>MI Spirit</p> <ul style="list-style-type: none"> <li>Interviewing</li> <li>Collaboration</li> <li>Guiding</li> </ul> <p>MI Principles:</p> <ul style="list-style-type: none"> <li>Express Empathy</li> <li>Develop Discrepancy</li> <li>Roll w/ Resistance</li> <li>Support Self-Efficacy</li> </ul> <p>Fundamental Skills</p> <ul style="list-style-type: none"> <li>Open Questions</li> <li>Affirmations</li> <li>Reflections</li> <li>Summarizations</li> </ul> <p>Change Talk</p> <ul style="list-style-type: none"> <li>Desire to Change</li> <li>Ability</li> <li>Reason</li> <li>Need</li> <li>Commitment</li> </ul> <p>Eliciting Change Talk</p> <ul style="list-style-type: none"> <li>Importance/Confidence Ruler</li> <li>Querying Extremes</li> <li>Looking Back; Looking Forward</li> <li>Evocative Questions</li> <li>Decisional Balance</li> <li>Goals/Values Exploration</li> <li>Elaboration</li> </ul>	<p>Responding to Change Talk</p> <ul style="list-style-type: none"> <li>Reflection</li> <li>Elaboration Questions</li> <li>Summary</li> <li>Affirmation</li> </ul> <p><del>Elicit-Provide-Elicit</del></p> <p>Menu of Options</p> <p>Dealing with Discord</p> <ul style="list-style-type: none"> <li>Simple Reflections</li> <li>Amplified Reflections</li> <li>Double-sided Reflections</li> <li>&amp;</li> <li>Shifting Focus</li> <li>Agreement w/ a Twist</li> <li>Coming Along Side</li> <li>Reframing</li> <li>Emphasizing Personal Control</li> <li>Disclosing Feelings</li> </ul> <p>Traps</p> <ul style="list-style-type: none"> <li>Premature Focus</li> <li>Labeling</li> <li>Q/Answer</li> <li>Confrontation-Denial</li> <li>Expert</li> <li>Blaming</li> </ul>
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<b>BNI – Essential Elements</b>	<b>Missed Opportunity</b>	<b>Sufficient</b>	<b>Excelled</b>
<b>STEP ONE: ENGAGE &amp; Build Rapport</b>			
▪ Express empathy			
▪ Ask questions			
▪ Use affirmations			
▪ Support autonomy			
<b>STEP TWO: FOCUS &amp; Elicit Concerns</b>			
▪ Reflecting			
▪ Summarizing			
▪ Developing discrepancies			
▪ <i>PROS</i> - Tell me some good things about current behavior elicit a list of 3-5			
▪ <i>CONS</i> - Tell me some not so good things about Behavior (elicit a list of 3-5)			
<b>STEP THREE: EVOKE &amp; Discuss Medical/Psychological Risks</b>			
▪ Motivation			
▪ Concerns			
▪ Develop Discrepancies			
▪ Show visual and ask about any related adverse health risks; respiratory illness, anxiety, paranoia, memory.			
▪ Give feedback on the impact related to current medical & behavioral situation			
▪ <i>Readiness Ruler</i> : “How ready are you to try to improve your health by cutting back: on a scale of 1 -10” – great you are 10% of the way there!			
<b>STEP FOUR: PLAN &amp;</b>			
▪ Discuss the possible goal –			
▪ Elicit specifics of change plan– amounts & when			
▪ Support self efficacy & commitment to follow through with plan			

**ACTIVITY SHEET:** *MI & Wellness Interactions*

**Part One:**

MI Mini Practice – Passion Discussion

Activity One: – In Dyads Use MI in a “Meaningful Event or Conflict Discussion”  
(Open Questions & Reflections)

Activity Two: Rank the health indicators -

Circle	1 = unsatisfied				5 = ok 10 = very satisfied					
Life Fulfillment	1	2	3	4	5	6	7	8	9	10
Nutrition/Diet	1	2	3	4	5	6	7	8	9	10
Exercise	1	2	3	4	5	6	7	8	9	10
Moods	1	2	3	4	5	6	7	8	9	10
Financial	1	2	3	4	5	6	7	8	9	10
Career	1	2	3	4	5	6	7	8	9	10
Sleep	1	2	3	4	5	6	7	8	9	10
Relationships	1	2	3	4	5	6	7	8	9	10
Alcohol Use	1	2	3	4	5	6	7	8	9	10
Tobacco	1	2	3	4	5	6	7	8	9	10
Safety	1	2	3	4	5	6	7	8	9	10
Housing	1	2	3	4	5	6	7	8	9	10

Activity Three: General Wellness & Health conversation - Use MI to get deep and thorough understanding of the person's wellness

Activity Four: "Concerns" Conversation - Pick one of the main areas of "concern" and then we will give you the next instruction.

Activity Five: Have a conversation with your dyad partner about the concern: "Reach an understanding of what the real story is about this area of their life - what values do they express or what meaning do they give it. How do they express their perspective on this concern?"

Conduct the BNI – Pros and Cons of Change & Readiness Ruler

Summarize and review their goal for this concern – how ready are they to change their lifestyle now?

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