

# MOTIVATIONAL INTERVIEWING (MI) CHEAT SHEET

## UNDERSTANDING MOTIVATIONAL INTERVIEWING (MI)

- ➔ **Definition:** A client-centered, directive therapy approach that enhances motivation for change by exploring and resolving ambivalence.
- ➔ **Core Principles:**
  - **Collaboration** → A partnership between therapist and client, avoiding confrontation.
  - **Evocation** → Drawing out the client's own motivations for change.
  - **Autonomy** → Empowering clients to take control of their decisions.
  - **Compassion** → Prioritizing empathy and understanding over authority.

## COMMON ISSUES ADDRESSED BY MI

- 🔥 **Substance Use & Addictions** → Strengthening motivation for recovery.
- 🔥 **Health Behavior Change** → Encouraging changes in diet, exercise, or medical adherence.
- 🔥 **Mental Health & Coping Strategies** → Helping clients recognize and implement healthier behaviors.
- 🔥 **Procrastination & Motivation Struggles** → Overcoming resistance to change.
- 🔥 **Treatment Engagement & Compliance** → Enhancing commitment to therapy or medical treatment.
- 🔥 **Career & Life Transitions** → Navigating uncertainty and self-doubt.

## MOTIVATIONAL INTERVIEWING TECHNIQUES & INTERVENTIONS

- **OARS Techniques:**
  - **O (Open-Ended Questions)** → Encouraging exploration of thoughts and feelings.
  - **A (Affirmations)** → Validating strengths and efforts.
  - **R (Reflective Listening)** → Paraphrasing and mirroring emotions to show understanding.
  - **S (Summarizing)** → Highlighting key themes to reinforce motivation.
- **Decisional Balance** → Weighing pros and cons of change vs. staying the same.
- **Change Ruler (Scaling Questions)** → Assessing confidence and readiness for change.
- **Elicit-Provide-Elicit** → Asking permission before offering advice or information.
- **Developing Discrepancy** → Highlighting inconsistencies between goals and behaviors.
- **Rolling with Resistance** → Avoiding direct confrontation and guiding the client toward self-discovery.

## CORE CONCEPTS OF MOTIVATIONAL INTERVIEWING

- **Ambivalence to Change** → Recognizing mixed feelings about change is a natural part of the process.
- **Change Talk vs. Sustain Talk** → Encouraging self-motivating statements while minimizing resistance.
- **The Righting Reflex** → Avoiding the urge to "fix" the client's problems without their engagement.
- **Client Autonomy** → The client, not the therapist, is responsible for making change.
- **Intrinsic Motivation** → Tapping into the client's personal reasons for change.

## THERAPEUTIC GOALS IN MOTIVATIONAL INTERVIEWING

- ✓ Strengthen client motivation and commitment to change.
- ✓ Resolve ambivalence by exploring the pros and cons of change.
- ✓ Increase self-efficacy and confidence in making decisions.
- ✓ Foster a supportive, non-judgmental therapeutic relationship.
- ✓ Develop actionable, client-driven steps toward change.
- ✓ Empower clients to take ownership of their transformation.

## KEY CONSIDERATIONS FOR MI THERAPISTS

- **Adopt a guiding, not directing approach** — avoid pushing for change.
- **Encourage self-exploration** rather than offering immediate solutions.
- **Use non-judgmental, empathetic communication** to build trust.
- **Reinforce small successes** to boost confidence.
- **Be mindful of client readiness** — change happens in stages.
- **Help clients connect their values** with their desired behaviors.

# Motivational Interviewing Desk Reference Guide 2

**Albert A Gayle**



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