



MOTIVATIONAL INTERVIEWING

an evidence-based treatment



Encouraging Motivation to Change **Am I Doing this Right?**

Motivational Interviewing encourages you to help people in a variety of service settings discover their interest in considering and making a change in their lives (e.g., to manage symptoms of mental illness, substance abuse, other chronic illnesses such as diabetes and heart disease).

REMIND ME

Use the back of this card to build self-awareness about your **attitudes, thoughts,** and **communication style** as you conduct your work. Keep your attention centered on the people you serve. Encourage *their* motivation to change.

**CENTER FOR
EVIDENCE-BASED
PRACTICES**

Build Trust
Improve Outcomes
Promote Recovery

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CASE WESTERN RESERVE
UNIVERSITY EST. 1826

Encouraging Motivation to Change

Am I Doing this Right?

- 1. ✓ Do I listen more than I talk?**
X Or am I talking more than I listen?
- 2. ✓ Do I keep myself sensitive and open to this person's issues, whatever they may be?**
X Or am I talking about what I think the problem is?
- 3. ✓ Do I invite this person to talk about and explore his/her own ideas for change?**
X Or am I jumping to conclusions and possible solutions?
- 4. ✓ Do I encourage this person to talk about his/her reasons for *not changing*?**
X Or am I forcing him/her to talk only about change?
- 5. ✓ Do I ask permission to give my feedback?**
X Or am I presuming that my ideas are what he/she really needs to hear?
- 6. ✓ Do I reassure this person that ambivalence to change is normal?**
X Or am I telling him/her to take action and push ahead for a solution?
- 7. ✓ Do I help this person identify successes and challenges from his/her past *and* relate them to present change efforts?**
X Or am I encouraging him/her to ignore or get stuck on old stories?
- 8. ✓ Do I seek to understand this person?**
X Or am I spending a lot of time trying to convince him/her to understand me and my ideas?
- 9. ✓ Do I summarize for this person what I am hearing?**
X Or am I just summarizing what I think?
- 10. ✓ Do I value this person's opinion more than my own?**
X Or am I giving more value to my viewpoint?
- 11. ✓ Do I remind myself that this person is capable of making his/her own choices?**
X Or am I assuming that he/she is not capable of making good choices?