Table 1. *Key Elements of a Motivational Style of Counseling*

Style
Collaboration
    Even power distribution
    Client involved in decisions

Evocation
    Communicate belief in the
    capacity for change
    Understand client experience

Autonomy
    Respect
    Acknowledge client's freedom

A **Motivational <u>Style</u> of Counseling:** *"a skillful clinical style for eliciting from clients their own good motivations for making behavior changes."*
Motivational Counseling <u>Strategies</u>: *methods to enhance client engagement in the change process, supported by the use of several motivational counseling techniques.*
Motivational Counseling <u>Techniques</u>: *specific behaviors that will enable a counselor to perform effective motivational counseling strategies.*

Strategies
Empathy
    Acceptance supports change

Open-ended questions
    Elicit longer responses

Reflective listening
    Clarify client's meaning

Summarizing statements
    Reflect deeper understanding

Affirm the client
    Provide tailored support

Eliciting change talk
    Highlight and resolve
    ambivalence

Rolling with Resistance
    Come alongside client

*DARN-C is an acronym for the client's Desires, Abilities, Reasons, and Needs for change, and their use of Commitment language to enhance self-efficacy for change.

Techniques
 Rolling with Resistance
    Reframe
    Shift focus
    Enhance discrepancy
Open-ended questions
    Begin with words such as "how", phrases such as "tell me about…" or statements that implicitly ask for a response
Affirm the client
    Notice strengths
    Acknowledge efforts
    Be appropriate to setting and culture
Reflective listening
    Simple reflection
    Amplified reflection
    Understatements
    Double-sided reflection
Summarizing statements
    Collect
    Link
    Transition
Additional Skills
    Avoid blurting out responses
    Ask permission to give advice
    Present a menu of options
    Attend to DARN-C Language