

Principles of Motivational Interviewing

Roll with Resistance:

- Accept that clients will have some reluctance to change
- Help clients to express and explore reluctance to change- recognizing reluctance and ambivalence actually increases consideration of change
- Assume that resistance is due to intervention technique; that is you are not meeting the client where he or she is in terms of readiness for change.
- Be less directive and more reflective, affirmative, and supportive when clients appear to be resistant

Express Empathy:

- Key understanding components are acceptance and seeking in-depth understanding of the client's perspectives
- Key communication components are non-judgmental listening and communicating respect and care. This includes encouraging elaboration of both negative and positive statements. It involves reflective listening and affirmations.

Avoid Arguments:

- When you get into back and forth challenges with clients, they can actually talk themselves into negative behaviors. Being forced into something will make it seem less valuable. Instead of constantly challenging, use MI strategies that increase client's own focus on change.

Developing Discrepancy:

- Developing discrepancy means helping clients identify conflicts between the problem behavior and their goals, values, and other behaviors.
- This is done through MI techniques such as double-sided reflections and in general reflecting clients' values, motivation, and self-efficacy.

Support Self-Efficacy

- Motivation is not enough to produce change; you also need to believe you have the capacity to change.
- You develop self-efficacy using MI strategies such as reflecting client's statements of self-efficacy as well as commenting on their behaviors and goals that suggest they will be able to change.