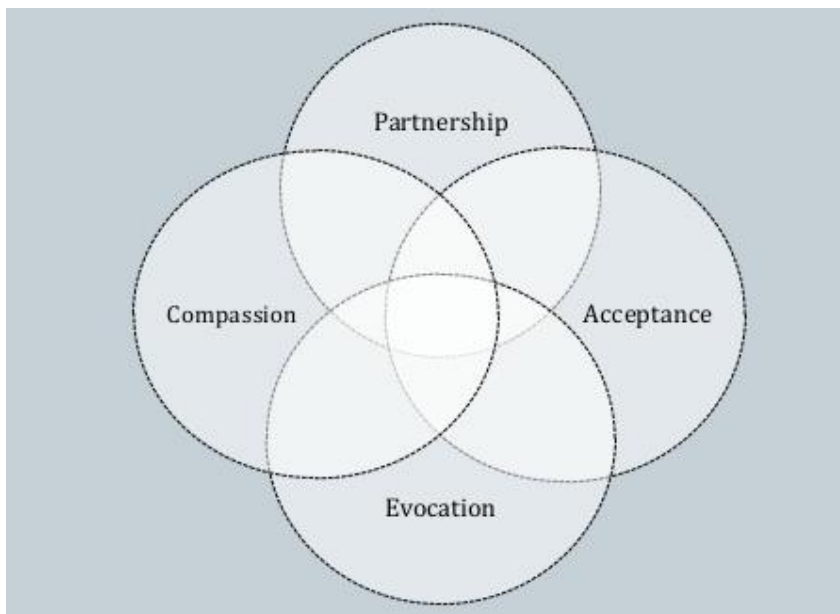


## Motivational Interviewing: Cheat Sheet

### **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, use open ended questions, uncover values and hopes, offer compassionate value-based reflections maintaining curiosity about your client

**Focus** – bring the conversation to the topic at hand & elicit personal concerns, related symptoms, severity, screening results and wellness indicators

**Evoke** – explore reasons for and against change, then help to elaborate on reasons for change, use pros and cons, double sided reflections, readiness rulers and wellness recommendations

**Plan** – collaborate on the ways in which change will happen choosing specific, attainable goals, elicit commitment for health directed behaviors - note specific - statements as to where, when, with whom and how and schedule follow-up

### **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><b>Acceptance</b></li> <li>Compassion</li> <li>Collaboration</li> <li>Evocation</li> </ul> <p>MI Principles:</p> <ul style="list-style-type: none"> <li>Express Empathy</li> <li>Develop Discrepancy</li> <li>Roll w/ Discord</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><b>Reflection</b></li> <li><b>Elaboration Questions</b></li> <li><b>Summary</b></li> <li><b>Affirmation</b></li> </ul> <p><b>Elicit-Provide-Elicit</b></p> <p><b>Menu of Options</b></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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*Information adapted from Miller, W. R., & Rollnick, S. (2013). Motivational interviewing: Helping people change. New York, NY: Guilford Press.*