



Clinician’s Pocket Guide on Motivational Interviewing

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Motivational Interviewing (MI) is a collaborative conversation style for strengthening a person’s own motivation and commitment to change. It can be used with every patient in every encounter.

MI APPROACH	EXAMPLE
<p>Engage</p> <p>Emphasize empathy and collaboration with the patient.</p> <p>Understand circumstances from the patient’s point of view.</p>	<ul style="list-style-type: none"> ▪ I’m interested in understanding what is most important to you about your health. ▪ If it is OK with you, I’d like to hear more about ____. ▪ How is ____ affecting your day to day life? ▪ What about this situation most concerns you?
<p>Focus</p> <p>Collaboratively identify and target the patient’s concern and relevant behavioral factors.</p>	<ul style="list-style-type: none"> ▪ Let’s look at what our focus should be in the time we have today. ▪ What connection, if any, do you see between (behavior) and what brought you in today? ▪ One of my main concerns is (behavior). What are your thoughts about this?
<p>Evoke</p> <p>Elicit patient ambivalence regarding change.</p> <p>Evoke both “sustain talk” and “change talk,” with an emphasis on “change talk.”</p>	<ul style="list-style-type: none"> ▪ What are the benefits of (behavior) for you? ▪ What are some of the less beneficial aspects of (behavior) for you? ▪ What, if any, previous attempts have you made to change (behavior)? ▪ On a scale of 0-10, with 0 being not at all ready to change and 10 being ready to change today, how ready are you to change? If >0, “Why a __ and not a (lower number)?”
<p>Plan</p> <p>Collaboratively move from general goals to specific intentions.</p>	<ul style="list-style-type: none"> ▪ What will changing (behavior) specifically involve for you? ▪ What do you hope to specifically accomplish in the next (agreed-upon time frame)? ▪ Let’s see how this plan goes for you and we’ll discuss your progress at your next appointment.

<p>Emphasize</p> <ul style="list-style-type: none"> ▪ Open-ended questions ▪ Affirmations ▪ Reflective listening ▪ Summaries ▪ Listening for ambivalence ▪ Developing discrepancy ▪ Listening for emotion ▪ Education only with permission or when patient asks for it ▪ Change talk <p>Avoid</p> <ul style="list-style-type: none"> ▪ Being judgmental ▪ Advice-giving ▪ Debate 	<p>When you feel stuck</p> <ul style="list-style-type: none"> ▪ Listen and reflect. ▪ Listen and reflect some more. ▪ Summarize. ▪ Ask the patient what else you need to know. ▪ Ask the patient how she/he would like to proceed. ▪ Ask what is most important to the patient. What factors seem to be associated with the most emotion? ▪ Consider whether there is sufficient discrepancy between the patient’s values/goals and current behavior to drive motivation for change. ▪ Consider whether you are trying to do “patient work” that is the patient’s responsibility (i.e., patient choices, behavior).
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References

1. Miller WR, Rollnick S. Motivational Interviewing: Helping People Change. 3rd ed. New York: The Guilford Press; 2013.
2. Substance Abuse and Mental Health Services Administration (SAMHSA). Treatment Improvement Protocol 35: Enhancing Motivation for Change in Substance Use Disorder Treatment. https://store.samhsa.gov/sites/default/files/d7/priv/tip35_final_508_compliant_-_02252020_0.pdf. Updated 2019. Accessed December 15, 2022.

Adapted with permission from Wright State University.

The Ohio Cardiovascular and Diabetes Health Collaborative is funded by the Ohio Department of Medicaid and administered by the Ohio Colleges of Medicine Government Resource Center. The views expressed in this document are solely those of the authors and do not represent the views of the state of Ohio or federal Medicaid programs.

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