

Motivational Interviewing Pocket Guide

Ask Open Questions

What...?
Why...?
How...?
Tell me about...?



Reflect what you hear (especially change talk)

It's like...
You feel...
It seems to you...
You would like to...



PARTNERSHIP, ACCEPTANCE, COMPASSION, EVOCATION

Work together in the patient's interest. Express empathy, honour autonomy, acknowledge strengths, and elicit the patient's own motivation.

Give the patient the good lines

D: I want to...I would like...
A: I can...I am able to...
R: I have reasons to...
N: I need to...I have to...
C: I will, I intend to...
A: I am willing, I am ready to...
T: I have, I am taking steps...



Advice and Information Elicit-Provide-Elicit

E: What do you know about...?
What are your thoughts about...?
P: May I provide some information/ideas?
Where possible, suggest a range of options
E: What do you make of that/what might be helpful for you?



Assess Importance & Confidence

How important is it to you to...?
How confident are you that you can...?
What makes you a and not a (lower #)?
What would it take to lift your confidence/importance to a (higher #)?



Engage first

Explore options to find a focus

Evoke reasons, strengths and values

Plan together

