

MOTIVATIONAL INTERVIEWING CHEAT SHEET

WHO BENEFITS FROM MOTIVATIONAL INTERVIEWING?

Motivational interviewing can help treat people with the following health conditions:



FOUR PILLARS OF MOTIVATIONAL INTERVIEWING

The four core skills of motivational interviewing that facilitate behavior change are:



MOTIVATIONAL INTERVIEWING TECHNIQUES

Some common motivational interviewing techniques you might use to help patients include:

✓ ROLLING WITH RESISTANCE

People are contradictory and often have mixed feelings, such as wanting to change while simultaneously resisting it. As a doctor, you can handle resistance by asking permissive questions and using reflective listening to help your patients set goals and make healthy changes. The goal is to honor your client's autonomy and understand that motivation to change must come from within.

✓ OFFERING ADVICE

While it can be tricky to offer advice without causing resistance, you can try several strategies with your patients to evoke change. When giving advice, remember to:

- **Ask permission before giving advice**
- **Adjust your language to allow freedom of thought**
- **Request feedback for future improvement**

✓ COLUMBO APPROACH

This method involves adopting an inquisitive and curious attitude toward your client, particularly listening to conflicting ideas and then posing leading questions to help patients explore how their ideas are contradictory. Use the Columbo approach to gently guide your patients to consider different viewpoints, explore their motivations or discrepancies in their behavior and uncover reasons behind their actions.

✓ OARS

OARS is an acronym that provides the structure for implementing motivational interviewing. It stands for:

- **Open-ended questions:** Asking questions to better understand the patient
- **Affirmations:** Using statements of appreciation that help build rapport
- **Reflections:** Rephrasing statements to interpret something the patient has said
- **Summaries:** Linking discussions and checking in with patients to ensure understanding