

# MOTIVATIONAL INTERVIEWING (MI)

An empirically-based humanistic journey to improve health

## Eliciting & Strengthening Motivation for Change

*Am I Adherent to Motivational Interviewing?*

- Lifestyle choices and chronic conditions are now the biggest threats to public health and sustainable health care costs.
- Motivational Interviewing is a collaborative, goal-oriented style of communication with a particular attention to the language of change.
- It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.
- MI is an established empirically validated practice for a wide range of culturally diverse populations and a wide variety of target behaviors in the context of chronic medical problems, psychiatric disorders, medication adherence, diet and exercise, drug and alcohol use, and treatment engagement and adherence.

### ADHERENCE CARD

Use the back of this card to reflect on your presence with the person and your MI skills in the encounter and to help you to optimize MI-consistent practices.



PittMedicine  
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## *Am I Adherent to Motivational Interviewing?*

### Do's

**Manage roadblocks to listening**

**Listen with the intent to understand what the person is thinking, feeling and experiencing**

**Use more reflective listening to engage the person**

**Normalize the person's ambivalence about change**

**Believe that change is within this person's own reach**

**Respect and support the person's autonomy and right to make decisions**

**Provide specific affirmations**

**Evoke the person's reasons and ideas for change**

**Summarize the person's thoughts, feelings, and experiences**

**Focus more on eliciting change talk**

**Ask permission to give feedback and suggestions**

**Have in-depth discussions about the person's statements**

### Don'ts

**Let roadblocks get in the way of listening**

**Listen with the intent to reply**

**Use more questions to engage the person**

**Ignore ambivalence and push for change**

**Believe the person is not capable of change**

**Convey that I am the expert and the person must follow my advice**

**Use cheerleading**

**Impose reasons and ideas for change**

**Summarize my thoughts and perspectives**

**Focus more on reinforcing sustain talk**

**Provide unsolicited feedback and suggestions**

**Keep the conversation superficial**

#### References:

Miller WR and Rollnick S. *Motivational Interviewing: Helping people change*. 3rd Ed. New York, NY: Guilford Press; 2013.

Douaihy A, Gold MA, Kelly TM. *Motivational Interviewing: A guide for medical trainees*. New York, NY: Oxford University Press; 2015.