

MOTIVATIONAL INTERVIEWING

DESK REFERENCES

Crabtree, Shannon D.
Several health providers
desk references for using
Motivational Interviewing

- Stages of Change + Interventions
- Empathy in MI
- Fostering Change
- Reducing Limiting Mindsets
- List of Activities

STAGES OF CHANGE + INTERVENTIONS

- 1. Precontemplation**
 - Client does not intend to change behavior in the next 6 months
 - Client is unaware of the problem
 - Client is not aware of the consequences of the behavior
 - Client is not aware of the benefits of change
 - Client is not aware of the resources available for change
- 2. Contemplation**
 - Client is thinking about changing behavior
 - Client is aware of the problem
 - Client is aware of the consequences of the behavior
 - Client is aware of the benefits of change
 - Client is aware of the resources available for change
- 3. Preparation**
 - Client is planning to change behavior
 - Client is taking small steps toward change
 - Client is seeking support from others
 - Client is seeking information about change
 - Client is seeking resources for change
- 4. Action**
 - Client is making significant changes in behavior
 - Client is using strategies to maintain change
 - Client is seeking support from others
 - Client is seeking information about change
 - Client is seeking resources for change
- 5. Maintenance**
 - Client is working to prevent relapse
 - Client is using strategies to maintain change
 - Client is seeking support from others
 - Client is seeking information about change
 - Client is seeking resources for change

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EMPATHY IN MI

Empathy

Empathy is the ability to understand and share the feelings of another person. In MI, empathy is used to help clients explore their own thoughts and feelings about their behavior and the consequences of that behavior.

Effective Empathy in MI

- **1. Listen**
 - Give your full attention to the client
 - Avoid interrupting the client
 - Avoid giving advice or solutions
 - Avoid asking leading questions
 - Avoid asking questions that are too broad or too narrow
 - Avoid asking questions that are too easy or too difficult
 - Avoid asking questions that are too open or too closed
 - Avoid asking questions that are too direct or too indirect
 - Avoid asking questions that are too specific or too general
 - Avoid asking questions that are too simple or too complex
 - Avoid asking questions that are too obvious or too subtle
 - Avoid asking questions that are too obvious or too subtle
- **2. Reflect**
 - Repeat back what the client has said
 - Use the client's own words
 - Use the client's own feelings
 - Use the client's own thoughts
 - Use the client's own experiences
 - Use the client's own values
 - Use the client's own beliefs
 - Use the client's own attitudes
 - Use the client's own behaviors
 - Use the client's own emotions
 - Use the client's own cognitions
 - Use the client's own affect
 - Use the client's own volition
 - Use the client's own intellect
 - Use the client's own conscience
 - Use the client's own soul
 - Use the client's own spirit
 - Use the client's own life
 - Use the client's own love
 - Use the client's own joy
 - Use the client's own peace
 - Use the client's own hope
 - Use the client's own faith
 - Use the client's own trust
 - Use the client's own respect
 - Use the client's own dignity
 - Use the client's own honor
 - Use the client's own glory
 - Use the client's own praise
 - Use the client's own approval
 - Use the client's own acceptance
 - Use the client's own affection
 - Use the client's own esteem
 - Use the client's own regard
 - Use the client's own respect
 - Use the client's own honor
 - Use the client's own glory
 - Use the client's own praise
 - Use the client's own approval
 - Use the client's own acceptance
 - Use the client's own affection
 - Use the client's own esteem
 - Use the client's own regard
- **3. Summarize**
 - Repeat back what the client has said
 - Use the client's own words
 - Use the client's own feelings
 - Use the client's own thoughts
 - Use the client's own experiences
 - Use the client's own values
 - Use the client's own beliefs
 - Use the client's own attitudes
 - Use the client's own behaviors
 - Use the client's own emotions
 - Use the client's own cognitions
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 - Use the client's own affection
 - Use the client's own esteem
 - Use the client's own regard

FOSTERING CHANGE

1. Pick up on Ambivalence

- Ambivalence is the state of having mixed feelings or contradictory ideas about something or someone.
- Ambivalence is a normal part of the change process.
- Ambivalence is a sign that the client is thinking about change.
- Ambivalence is a sign that the client is weighing the pros and cons of change.
- Ambivalence is a sign that the client is struggling with change.
- Ambivalence is a sign that the client is not yet ready for change.
- Ambivalence is a sign that the client is not yet committed to change.
- Ambivalence is a sign that the client is not yet motivated for change.
- Ambivalence is a sign that the client is not yet confident about change.
- Ambivalence is a sign that the client is not yet sure about change.
- Ambivalence is a sign that the client is not yet clear about change.
- Ambivalence is a sign that the client is not yet focused on change.
- Ambivalence is a sign that the client is not yet determined about change.
- Ambivalence is a sign that the client is not yet resolved about change.
- Ambivalence is a sign that the client is not yet convinced about change.
- Ambivalence is a sign that the client is not yet persuaded about change.
- Ambivalence is a sign that the client is not yet convinced about change.
- Ambivalence is a sign that the client is not yet persuaded about change.

2. Encourage Exploration of Change

- Exploration is the process of discovering new information or ideas.
- Exploration is a key part of the change process.
- Exploration is a sign that the client is thinking about change.
- Exploration is a sign that the client is weighing the pros and cons of change.
- Exploration is a sign that the client is struggling with change.
- Exploration is a sign that the client is not yet ready for change.
- Exploration is a sign that the client is not yet committed to change.
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Motivational Interviewing Desk References

REDUCE LIMITING MINDSETS

1. Ignore Limiting Mindsets, Encourage Growth

Limiting mindsets are beliefs that restrict your ability to think, feel, and act. They are often based on negative experiences or beliefs. Encouraging growth means focusing on the client's strengths and potential, rather than their limitations.

2. Use Strategies to Reduce Limiting Mindsets

- **1. Challenge the limiting mindset**
 - Ask the client to provide evidence for the limiting mindset
 - Ask the client to provide evidence for the opposite of the limiting mindset
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
 - Ask the client to provide evidence for the costs of the limiting mindset
 - Ask the client to provide evidence for the benefits of the limiting mindset
 - Ask the client to provide evidence for the costs of the opposite of the limiting mindset
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
 - Ask the client to provide evidence for the costs of the limiting mindset
 - Ask the client to provide evidence for the benefits of the limiting mindset
 - Ask the client to provide evidence for the costs of the opposite of the limiting mindset
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
- **2. Reframe the limiting mindset**
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
 - Ask the client to provide evidence for the costs of the limiting mindset
 - Ask the client to provide evidence for the benefits of the limiting mindset
 - Ask the client to provide evidence for the costs of the opposite of the limiting mindset
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
 - Ask the client to provide evidence for the costs of the limiting mindset
 - Ask the client to provide evidence for the benefits of the limiting mindset
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 - Ask the client to provide evidence for the costs of the limiting mindset
 - Ask the client to provide evidence for the benefits of the limiting mindset
 - Ask the client to provide evidence for the costs of the opposite of the limiting mindset
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
- **3. Replace the limiting mindset**
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
 - Ask the client to provide evidence for the costs of the limiting mindset
 - Ask the client to provide evidence for the benefits of the limiting mindset
 - Ask the client to provide evidence for the costs of the opposite of the limiting mindset
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
 - Ask the client to provide evidence for the costs of the limiting mindset
 - Ask the client to provide evidence for the benefits of the limiting mindset
 - Ask the client to provide evidence for the costs of the opposite of the limiting mindset
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset
 - Ask the client to provide evidence for the costs of the limiting mindset
 - Ask the client to provide evidence for the benefits of the limiting mindset
 - Ask the client to provide evidence for the costs of the opposite of the limiting mindset
 - Ask the client to provide evidence for the benefits of the opposite of the limiting mindset

LIST OF ACTIVITIES

- Stages of Change Worksheet
- Empathy in MI Worksheet
- Fostering Change Worksheet
- Reducing Limiting Mindsets Worksheet
- List of Activities Worksheet
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- Empathy in MI Worksheet
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Mary Story, Jamie Stang



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