

Motivational Interviewing Quick Reference Sheet

On a scale from 0 to 10, how ready are you to _____ [behavior change]?



LOW READINESS (0-3)	MODERATE READINESS (4-7)	HIGH READINESS (8-10)
<p>Building Relationships Reflective listening to demonstrate understanding and acceptance Affirmations to appreciate the patient</p>	<p>Building Relationships Reflective listening to demonstrate understanding and acceptance Affirmations to appreciate the patient</p>	<p>Building Relationships Reflective listening to demonstrate understanding and acceptance Affirmations to appreciate the patient</p>
<p>Reflect Resistance/ Demonstrate Acceptance</p> <ul style="list-style-type: none"> It sounds like you are not ready to _____. This is pretty overwhelming <p>Affirm</p> <ul style="list-style-type: none"> You are a thoughtful person. You want to consider all your options. <p>Explore reasons</p> <ul style="list-style-type: none"> What would it take for you to move from X to X+1? <p>Provide information or advice with permission</p> <ul style="list-style-type: none"> What do you already know about starting [BEHAVIOR]? May I give you some additional information about [BEHAVIOR]? May I tell you what some other people in your situation have done? What do you make of that? <p>(or)</p> <ul style="list-style-type: none"> Where does that leave you? <p>Do no harm</p> <ul style="list-style-type: none"> That is, don't push so much you trigger resistance. End on a good note. Ask for permission to revisit at another meeting. 	<p>Elicit Motivation, Explore Ambivalence</p> <ul style="list-style-type: none"> Why are you at X and not at 9 or 10? Tell me more. Reflect, reflect, summarize. What would need to happen for you to get from X to X+1? Tell me more. Reflect, reflect, summarize. If you decided to change, how confident are you that you would succeed? On a scale from 0 to 10, what number would you give yourself? <p>Strategic open questions</p> <ul style="list-style-type: none"> What are the good things (or advantages) of not starting [BEHAVIOR] right now? Reflect, reflect, summarize. What are the not so good things about not starting [BEHAVIOR] right now? Reflect, reflect, summarize. Summarize both sides (On one hand..., On the other hand...) Where does this leave you? <p>Moving toward action with key question</p> <ul style="list-style-type: none"> Summarize both sides focusing on change talk. Ask a key question: Where does this leave you now? What is the next step? What, if anything, are you willing to do at this point? <p>If they cannot come up with anything, you may ask permission to give advice</p> <ul style="list-style-type: none"> Give menu of options (include status quo). Have them choose; "no change" should be an option. <p>Do no harm</p> <ul style="list-style-type: none"> That is, don't push so much you trigger resistance. End on a good note. Ask for permission to revisit at another meeting. 	<p>Action Planning: SMART Goals</p> <ul style="list-style-type: none"> Specific: What are you going to do? What would it look like? Measurable: How often? How much? Attainable: How confident are you that you can do this? What could help? Realistic: What barriers might make this tough? What can you do? Timely: What day and time of day are you going to do this?

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