## Motivational Interviewing Quick Reference Sheet

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

<table>
<thead>
<tr>
<th>Scale</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LOW READINESS</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
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<tr>
<td>4</td>
<td>5</td>
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<td>6</td>
<td>7</td>
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<tr>
<td>8</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>HIGH READINESS</td>
</tr>
</tbody>
</table>

### Reflective Listening to Demonstrate Understanding and Acceptance

**Affirmations to appreciate the patient**

### Reflect Resistance/ Demonstrate Acceptance

- **It sounds like you are not ready to** [behavior].
- **This is pretty overwhelming**.
- **Affirm**
  - You are a thoughtful person.
  - You want to consider all your options.
- **Explore reasons**
  - What would it take for you to move from X to X+1?
- **Provide information or advice with permission**
  - 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?
  - Where does that leave you?
- **Do no harm**
  - That is, don’t push so much you trigger resistance.
  - End on a good note.
  - Ask for permission to revisit at another meeting.

### Elicit Motivation, Explore Ambivalence

- **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?**
- **Strategic open questions**
  - 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?
- **Moving toward action with key question**
  - 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?
- **If they cannot come up with anything, you may ask permission to give advice**
  - Give menu of options (include status quo). Have them choose; “no change” should be an option.
- **Do no harm**
  - That is, don’t push so much you trigger resistance. End on a good note. Ask for permission to revisit at another meeting.

### Action Planning: SMART Goals

- **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?