MOTIVATIONAL INTERVIEWING IS

EVOCATIVE

BEFORE

providing
information,
ask clients what
they already know
about the topic.

a provider is actively working to elicit a client's reasons and ideas for change

What do you know about my role here?

What do you know about the ways people typically...?

What things are you already doing to...?

ASK

clients about their most important reasons and ideas about change What are your most important reasons for ...?

If you look forward to a year from now, how would you want your life to be different?

What part would you like to tackle first?



Mountain Plains ATTC (HHS Region 8)



Addiction Technology Transfer Center Network





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