

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)

ATTC

Addiction Technology Transfer Center Network
Funded by Substance Abuse and Mental Health Services Administration

SAMHSA
Substance Abuse and Mental Health
Services Administration





MOTIVATIONAL INTERVIEWING IS
COLLABORATIVE

**the client and provider
are working as equal
partners, both with
expertise and valuable
experience**

MAKE THE CLIENT THE EXPERT

What have you already done
about...?

What do you think you will need
to do to...?

How does that sound
to you?

AVOID INTERRUPTING offer assistance or information if the client asks:

Can I share some information
with you?

With your permission,
I'd like to...

Would it be okay if we...?

INVITE THE CLIENT TO SHARE THEIR SUCCESSES, MOTIVATION, IDEAS, AND PLANS



Mountain Plains ATTC (HHS Region 8)

ATTC

Addiction Technology Transfer Center Network
Funded by Substance Abuse and Mental Health Services Administration

SAMHSA
Substance Abuse and Mental Health
Services Administration



EMOTION WORDS ARE GREAT FOR REFLECTIONS

MOTIVATIONAL INTERVIEWING IS

EMPATHIC

empathy means showing a deep understanding of the client's perspective - reflections and open questions engage the client and builds trust

The best reflections capture the client's meaning rather than just repeating back their words.

Conjunctions are great ways to start reflections:

...and it's frustrating to be put in that situation.

...and that makes you really excited.

SAY THIS...

You're really excited about this!

Sounds like you're worried about how your drinking might be affecting your health.

INSTEAD OF...

Are you excited about this?

You are drinking too much and should be worried about your health.

USE OPEN QUESTIONS TO EXPLORE AMBIVALENCE, BUILD MOTIVATION, AND INVITE INPUT

SAY THIS...

What are your reasons for change?

What have you tried in the past?

INSTEAD OF...

Do you have any reasons for change?

Have you tried anything in the past?



Mountain Plains ATTC (HHS Region 8)

ATTC

Addiction Technology Transfer Center Network
Funded by Substance Abuse and Mental Health Services Administration

SAMHSA
Substance Abuse and Mental Health
Services Administration

The material contained in this publication may be used and reprinted without special permission. Copyright © 2019 by the Mountain Plains Addiction Technology Transfer Center (MPATTC), University of North Dakota, 400 Oxford Street, Grand Forks, ND 58202, and University of Nevada, Reno, 1664 N. Virginia Street, Reno, Nevada 89557. This publication was funded under a cooperative agreement T1-060200 from the Substance Abuse and Mental Health Services Administration's (SAMHSA) Center for Substance Abuse Treatment (CSAT). All material is in the public domain and may be used and reprinted for training purposes without special permission. However, any content used should be attributed to the Mountain Plains Addiction Technology Transfer Center, Mountain Plains ATTC (HHS Region 8) Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming (775) 784-6265 • mountainplains@ATTCnetwork.org



MOTIVATIONAL INTERVIEWING GIVES CLIENTS

AUTONOMY

**a provider respects, honors,
and emphasizes a client's
control and choice over
the outcome**

HIGHLIGHT THE CLIENT'S PERSONAL CHOICE OR COMPETENCE

You should do what's right for you.

You've thought a lot about this. You've
already done a lot to...

You've been very proactive with...

ASK FOR PERMISSION BEFORE OFFERING A SUGGESTION, PREFACE WITH PERMISSION TO DISAGREE, AND OFFER A MENU OF OPTIONS TO REMIND THEM IT'S THEIR CHOICE ON NEXT STEPS

Would it be okay if I shared some of the strategies
other people have used?

There are a couple things that might work
for you here...

USE AFFIRMATIONS THAT ARE SPECIFIC TO THE CLIENT

It's really smart of you to use your phone to
remember to take your medications.

You've been really good keeping up with your
treatment plan. I can really see your commitment to
your health and your family.



Mountain Plains ATTC (HHS Region 8)

ATTC

Addiction Technology Transfer Center Network
Funded by Substance Abuse and Mental Health Services Administration

SAMHSA
Substance Abuse and Mental Health
Services Administration

The material contained in this publication may be used and reprinted without special permission. Copyright © 2019 by the Mountain Plains Addiction Technology Transfer Center (MPATTC), University of North Dakota, 400 Oxford Street, Grand Forks, ND 58202, and University of Nevada, Reno, 1664 N. Virginia Street, Reno, Nevada 89557. This publication was funded under a cooperative agreement TL060200 from the Substance Abuse and Mental Health Services Administration (SAMHSA) Center for Substance Abuse Treatment (CSAT). All material is in the public domain and may be used and reprinted for training purposes without special permission. However, any content used should be attributed to the Mountain Plains Addiction Technology Transfer Center, Mountain Plains ATTC (HHS Region 8) Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming (775) 784-6265 • mountainplains@ATTCnetwork.org

