

## MOTIVATIONAL INTERVIEWING

### DESK REFERENCES

Crabtree, Deborah 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
2. Contemplation
3. Preparation
4. Action
5. Maintenance

## EMPATHY IN MI

### Empathy

Empathy is the ability to understand and share the feelings of another person.

### Effective Empathy in MI

- Active listening
- Reflective listening
- Open-ended questions
- Affirmations
- Summary statements

## FOSTERING CHANGE

### 1. Pick up on Ambivalence

- Acknowledge both sides of the coin
- Explore the pros and cons of each side
- Encourage the client to explore their own thoughts and feelings

### 2. Encourage Exploration of Change

- Ask open-ended questions
- Encourage the client to explore their own thoughts and feelings
- Use reflective listening

## REDUCE LIMITING MINDSETS

### 1. Ignore Limiting Mindsets, Encourage Growth

Ignore limiting mindsets and encourage growth by focusing on the client's strengths and resources.

### 2. Use Strategies to Reframe Limiting Mindsets

- Reframe limiting mindsets as strengths
- Use affirmations to reinforce positive beliefs
- Encourage the client to explore their own thoughts and feelings

## LIST OF ACTIVITIES

### Stages of Change Worksheet

- Precontemplation
- Contemplation
- Preparation
- Action
- Maintenance

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# Motivational Interviewing Desk Reference Guide 2

**Abraham M. Rudolph**



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