

MOTIVATIONAL INTERVIEWING

DESK REFERENCES

Crabtree, Shannon 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 the client's ambivalence
- Explore the pros and cons of change
- Encourage the client to weigh the options

2. Encourage Exploration of Change

- Ask open-ended questions
- Encourage the client to explore their own reasons for change
- Provide support and encouragement

REDUCE LIMITING MINDSETS

1. Ignore Limiting Mindsets, Encourage Growth

Ignore limiting mindsets and focus on encouraging growth and positive change.

2. Use Strategies to Reframe Limiting Mindsets

- Challenge the client's beliefs
- Provide evidence to support your points
- Encourage the client to reframe their thoughts

LIST OF ACTIVITIES

• Stages of Change Worksheet

- Plan and Use of Change Worksheet
- Reducing Change-Related Mindsets
- Reducing Limiting Mindsets
- MI 101 Guide: Define your goals worksheet
- Values and Beliefs worksheet
- Building Motivation: How often will you change?
- Red and Green Cards Worksheet
- Personal Plan Worksheet
- Rewards Management Worksheet

Download these worksheets and more at www.motivationalinterviewing.org/



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