Pocket Guide for Motivational Interviewing

**MI Style - 0 to 10 Scale**

1. Why would you want to make this change?
2. On a scale of 0-10, 0 being not important at all, and 10 most important, what number would you pick for yourself as to where you are with importance on this change?
3. Why are you at a _____, and not a zero?
4. What are the 3 main reasons you want to make this change?
5. What ideas do you have about making these changes?
6. Pick one idea you just described and on a scale 0-10 in terms of how ready you are to make this change, what number would you put yourself on?
7. What would it take to get you from **That Number** to **One Number Higher**
8. So, what will you do next?

Many thanks to Dr. Bill Miller for the use of these great questions!

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**Things to Avoid - Thomas Gordon's Roadblocks to Communication**

Ordering, directing, commanding, warning or threatening, advice, suggestions, providing solutions, moralizing, preaching, telling client "should do", disagreeing, judging, criticizing, blaming, shaming, ridiculing, labeling, interpreting or analyzing past history. In short, avoid finger waving or "spanking"

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**Rulers:** Ability, confidence, readiness (0-10), (go up 1 number only) Importance (down to zero)

**DARN:** Desire • Ability Confidence • Readiness • Need

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**Elicit-Provide-Elicit**

Elicit: “Would you be interested in hearing some things that have worked for my other clients?”

Provide: “They have found that use the website “ABC” has been very helpful, and it is interactive. They have also tried this X, Y, Z ideas and found them helpful.

Elicit: “What do make of those ideas, if anything?”

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**Good/Not so Good things about target behavior “BX” is behavior.**

- "What are the good things about ________(bx)?"
- "What are the not so good things about ________(bx)?"
- Best/Worse Thing
- "What the best thing that would happen if you ________(changed bx)?"
- "What’s the worst thing that would happen if you ________(change bx)?"
- Looking Forward
- "If you ________(changed your bx) what would your life look like a month (can be a week, year, ...) from today?"
- The time frame should be based on prior attempts
How to Get Change Talk...

**Past Successes** - What worked in the past, if anything?
- Look at past successful attempts to cut back, stop, change the target behavior, ...
- Then provide positive affirmations and emphasize what they have “done right”
- Ex., “I thought about quitting smoking once ‘What made you think about it?’” -- and emphasize the amount of strength it takes to even think about changing the behavior.

**How did you do that?**
- If the patient/client mentions that others have complained or criticized their behavior, you could ask “What did he/she say?” and then “What did you make of that?”

**What Ideas?** “What ideas do you have to make this behavior change?”

**What Else?** (to prompt forward)

**Anything Else?** (to end that issue)

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**Plan A, Plan B**
Plan A is all the ideas that the client has put together as their treatment plan. How to a little relapse/interruption planning?
“Bear with me as I am just a worryer by nature, and I am sure that’s why I am a counselor / nurse / caseworker / mommy / daddy.* I just want to make sure that we cover all your bases so you will be successful, which is inevitable. I am wondering what ideas you would have for a Plan B, just in case the ceiling fell in or your ride didn’t show up or whatever. What sort of back up ideas do you have, and we can write them down, if that would help.”

“What do you think you’ll do next?”
“What have you tried doing to change it that worked?”

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**Agenda Setting...**
1. On separate piece of paper, Draw circles on a piece of paper and write down motivators, things that would assist your client in achieving the target behavior:
   “What would it take to get _________” e.g., “What would it take to get from 5 to 0 cigarettes a day?”

2. Have your client pick/determine what they would need to do first in order to reach target behavior.
   *This sentence was one I developed as I found that people "pushed back" on Plan B, as they believed I thought they would fail or they were perhaps over-confident. Word it anyway that works for you. (Jacque Elder)*

**Clinical Training Institute**

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Encouraging Motivation to Change
Am I Doing this Right?

1. ✔ Do I listen more than I talk?
   ❌ Or am I talking more than I listen?

2. ✔ Do I keep myself sensitive and open to this person's issues, whatever they may be?
   ❌ Or am I talking about what I think the problem is?

3. ✔ Do I invite this person to talk about and explore his/her own ideas for change?
   ❌ Or am I jumping to conclusions and possible solutions?

4. ✔ Do I encourage this person to talk about his/her reasons for not changing?
   ❌ Or am I forcing him/her to talk only about change?

5. ✔ Do I ask permission to give my feedback?
   ❌ Or am I presuming that my ideas are what he/she really needs to hear?

6. ✔ Do I reassure this person that ambivalence to change is normal?
   ❌ Or am I telling him/her to take action and push ahead for a solution?

7. ✔ Do I help this person identify successes and challenges from his/her past and relate them to present change efforts?
   ❌ Or am I encouraging him/her to ignore or get stuck on old stories?

8. ✔ Do I seek to understand this person?
   ❌ Or am I spending a lot of time trying to convince him/her to understand me and my ideas?

9. ✔ Do I summarize for this person what I am hearing?
   ❌ Or am I just summarizing what I think?

10. ✔ Do I value this person's opinion more than my own?
    ❌ Or am I giving more value to my viewpoint?

11. ✔ Do I remind myself that this person is capable of making his/her own choices?
    ❌ Or am I assuming that he/she is not capable of making good choices?
Stages of Change

Precontemplation
No intention of changing behaviour

Contemplation
Aware a problem exists. No commitment to action

Preparation
Intent upon taking action

Action
Active modification of behaviour

Maintenance
Sustained change - new behaviour replaces old

Relapse
Fall back into old patterns of behaviour

Upward Spiral: Learn from each relapse.