The Motivational Interview (MI) Encounter
Created by the W. Virginia WISEWOMAN Program

Establish Rapport with Client
Set the Agenda, Allow Client to Select Focus Area
Assess Readiness to Change, Importance and Confidence
Explore Importance and Confidence
Respond to Resistance and Ambivalence

Principals
(READS)
Roll with Resistance
Express Empathy
Avoid Argumentation
Develop Discrepancy
Support Self-Efficacy

Skills
(OARS)
Open Ended Questions
Affirmations
Reflective Listening
Summarizing

Techniques
Summarize
Normalize
Decisional Balance
Support Self-efficacy
Therapeutic Paradox
Paradigm Shift
Evoke Change Talk

Utilize Tools
Throughout the Encounter
Listening
Scaling
Rulers
Decisional Balance
Questions

Develop a Change Plan
(At Repeat Encounters Re-assess and Adjust)

Respond to Change Talk
EARS
Elaborating, Affirming, Reflecting, Summarizing

Close the Encounter
Summarize, check in with the client, set next appointment

Maintain the Spirit of Motivational Interviewing throughout the Encounter
Reduce Resistance