

Motivational Interviewing

A directive, person-centered counseling method for increasing intrinsic motivation to change by helping patients explore and resolve ambivalence¹

Through the use of OARS skills¹...

O	Open-ended questions	<i>"How do you feel about your progress?"</i>
A	Affirmation	<i>"Despite all the pressure, you came down today to get a checkup."</i>
R	Reflection	<i>"You are worried about the side effects."</i>
S	Summary	<i>"You don't like the side effects, yet you want to get on top of this condition."</i>

EXCHANGE INFORMATION

1
2
3
4

ESTABLISH RAPPORT²

- Express empathy³
- Roll with resistance^{2,3}
- Apply OARS skills¹

SET AGENDA²

- There are choices about direction⁴
 1. Ask permission
 2. Lay out possible topics
 3. Invite the patient to suggest any others
 4. Agree about the agenda
- Apply OARS skills¹

ASSESS IMPORTANCE & CONFIDENCE²

- Ask how **important** the change is (the *why* of change)^{2,4}
- Ask how **confident** they are that they will succeed (the *how* of change)^{2,4}
- Apply OARS skills¹

PLAN THE NEXT STEP²

- Emphasize autonomy⁴
- Facilitate a 3-step strategy
 1. Brainstorm possible solutions⁴
 2. Help patients clarify workable plans⁴
 3. Summarize¹
- Apply OARS skills¹

References: 1. Miller WR, Rollnick S. *Motivational Interviewing: Preparing People for Change*. 2nd ed. New York, NY: The Guilford Press; 2002. 2. Rollnick S, Mason P, Butler C. *Health Behavior Change: A Guide for Practitioners*. New York, NY: Churchill Livingstone; 1999. 3. Vlasnik JJ, Aliotta SL, DeLor B. Evidence-based assessment and intervention strategies to increase adherence to prescribed medication plans. *Case Manager*. 2005;16(2):55-59. 4. Rollnick S, Miller WR, Butler CC. *Motivational Interviewing in Health Care: Helping Patients Change Behavior*. New York, NY: The Guilford Press; 2008.