



Motivational Interviewing Techniques

(Establish trust through open dialogue, body language and non-judgmental counseling. Ask permission to discuss sensitive topics.)

Stage of Change	Motivational Interviewing Strategies
Precontemplation Client has no intention of changing behavior, either unwilling or unable to change. May be unaware of need to change.	<ul style="list-style-type: none">• Acknowledge client feelings and experiences• Respect decisions• Encourage client perception of problem and self exploration• Examine discrepancies between client and other's perceptions of problem• Give clear and accurate information
Contemplation Client is aware that a problem exists and is contemplating (thinking) about making a change. Client may be ambivalent and uncertain.	<ul style="list-style-type: none">• Acknowledge that change might be hard• Elicit pros and cons of change, clarifying misinformation• Determine client's self efficacy, personal values and motivating factors• Elicit statements of intent and commitment• Accept just thinking about change• Summarize discussion
Preparation Client is committed to and planning (preparing) to change in the next month.	<ul style="list-style-type: none">• Clarify goals and strategies for change, determine what has worked in the past for client• Offer menu of options• Encourage small steps and self efficacy• Identify and discuss ways to overcome barriers• Identify support systems

Stage of Change	Motivational Interviewing Strategies
<p>Action Client beginning to take steps to change, new behaviors haven't been formalized.</p>	<ul style="list-style-type: none"> • Review action plan and steps for change, support realistic view of change • Acknowledge difficulties and provide positive reinforcement for change • Discuss potential situations that could cause relapse and strategies to overcome • Review support systems, assist in finding additional support
<p>Maintenance Client has been in action of changing behavior for at least six months and is working to maintain change.</p>	<ul style="list-style-type: none"> • Identify successes and challenges to new behavior • Review plan for relapse and strategies to overcome • Review long term goals • Affirmation for change, maintain supportive contact • Continue to utilize support systems
<p>Recurrence Relapse, or going back to the old behavior. Client returns to an earlier stage in the process and examines what may need to happen to achieve maintenance next time around.</p>	<ul style="list-style-type: none"> • Acknowledge client effort and value of attempt to change • Recognize past successes and validate feelings • Explore the recurrence as a learning opportunity • Assess new SOC and assist in reconsidering positive change • Maintain supportive contact