

# Motivational Interviewing Scoring Sheet

(Use "Real Play" Motivational Interviewing Demonstration)

Clinician Behavior	Tally	Total
Closed questions		
Open questions		
Simple reflections		
Affirmations		

## Glossary of Terms

- **Closed questions** elicit a yes or no response.
- **Open questions** elicit a more detailed response from clients.
- **Simple reflections** reflect the same content the client has offered.
- **Complex reflections** reflect content plus meaning or feeling.
- **Affirmations** highlight a strength or positive quality in the client.

## Targets

- Twice as many reflections as questions
- At least 50% complex reflections