

MOTIVATIONAL INTERVIEWING SCORING SHEET

Clinician Behavior	Tally	Total
Closed questions		
Open questions		
Simple reflections		
Affirmations		
Discord		
Righting Reflex		
Giving advice without permission		
Expert Trap		
Therapist talk time (APPROXIMATE)		

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.

Discord - when client and clinician disagree or are not on the same page.

Righting Reflex - clinician provides solutions, tries to fix the problem.

Giving advice/information without permission - clinician provides advice on what and how to change without seeking permission from client.

Expert Trap similar to righting reflex, clinician prescribes the solution.

Targets

1. Twice as many reflections as questions
2. At least 50% complex reflections
3. No more than 50% therapist talk time

TIPS FOR MOTIVATIONAL INTERVIEWING

1. How can I start the conversation with open-ended questions? How can I stop myself from asking "why" questions? How can I get permission before giving advice?

Examples:

- a. *How can I help you today?*
- b. *Given we have 30 minutes today, what would you like to talk about today?*
- c. *Since the last time we met, how have things changed for you?*

2. Listen for Desire, Ability, Reasons, Needs, Commitment, Action, Taking Steps Construct at least one reflection for each statement you hear. Go as deep as you feel comfortable but be tentative.

Examples:

- a. *What I hear you say is*
- b. *It seems to me you are feeling.....*
- c. *This means a lot to you....yet*

3. Construct at least one affirmation; more is better (most likely to generate change talk), e.g., *I know how hard it must be to keep coming back but I am glad you found the courage to do so.*
4. If you are stuck, ask "What else?" Or "Tell me more?"
5. Summarize to signal transition into focusing.
6. Scale readiness to change
 - a. *Given everything going on in your life right now, on a scale of 0 to 10, where 10 is the most important thing to do and 0 is not at all important, how important is it for you to <insert behavior change here>? By when?*
 - b. *On a similar scale how confident are you that you will <insert behavior change here>?*
 - c. *Optional question: On the same scale how ready are you to <insert behavior change here>? By when?*
7. *Help me understand what is good about staying the same for you? What else? Use OARS. Help me understand what is not so good about staying the same? What else? Use OARS.*
8. Ask: *So what do you think/feel you will do next?* Listen for Change talk or sustain talk.
 - a. If Commitment language: Ask: *What might come in the way of you achieving your goal?*
 - b. If sustain talk listen and use OARS to evoke change talk.
9. Planning: SMART goals: Listen for Specificity, measurable, achievable, realistic and time limited goals.
10. End interview with a brief summary and ask: *When would you like to come back and see me again to discuss how things are going for you?*

Good

Not so good



1. Start here

What is good about your current behavior? What does (current behavior) do for you?

2. Next

What is happening now or might happen in the future that is "not so good" if (current behavior) does not change?



4. End here

What do you imagine some positive effects of change might be?

3. Then

What are some reasons that might be "not so good"?



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Motivational Interviewing Concepts: An Overview

Motivational Interviewing		
The Spirit of Motivational Interviewing	Motivational Interviewing Processes	Motivational Interviewing in Four Steps
Collaboration	Engaging	1. OARS: <ul style="list-style-type: none"> • (Ask) Open-Ended Questions • Affirm • Reflect • Summarize
Acceptance	Focusing	2. Focus <i>Focus on the patient's agenda:</i> <ul style="list-style-type: none"> • What would you like to talk about? • What is your agenda? • What can I help you with today?
Evocation	Eliciting	3. Elicit Change Talk. <ul style="list-style-type: none"> • What are the positive/negative aspects of making this change? • What are some things you tried in the past that have worked for you? • What are some things you could do differently to achieve your goals? • What support/resources do you think would be helpful for you in making this change? • How confident are you that you can make this change?
Compassion	Planning	4. Negotiate a plan. <ul style="list-style-type: none"> • What are you thinking about for your next step? • Summarize the plan.

Adapted from Motivational Interviewing Network of Trainers (MINT) Resources:
<https://motivationalinterviewing.org/motivational-interviewing-resources>

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Motivational Interviewing Personal Planning: *Reflection Exercise*

Guiding Questions:

1. What might you like to change?

2. What might be challenging for you?

3. How would you get started?

4. Where might you focus your own growth as a practitioner of MI?