



# MOTIVATIONAL INTERVIEWING

*an evidence-based treatment*



## Encouraging Motivation to Change **Am I Doing this Right?**

Motivational Interviewing encourages you to help people in a variety of service settings discover their interest in considering and making a change in their lives (e.g., to manage symptoms of mental illness, substance abuse, other chronic illnesses such as diabetes and heart disease).

### **REMIND ME**

Use the back of this card to build self-awareness about your **attitudes, thoughts,** and **communication style** as you conduct your work. Keep your attention centered on the people you serve. Encourage *their* motivation to change.

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CASE WESTERN RESERVE  
UNIVERSITY EST. 1826

# Encouraging Motivation to Change

## Am I Doing this Right?

- 1. ✓ Do I listen more than I talk?**  
**X** Or am I talking more than I listen?
- 2. ✓ Do I keep myself sensitive and open to this person's issues, whatever they may be?**  
**X** Or am I talking about what I think the problem is?
- 3. ✓ Do I invite this person to talk about and explore his/her own ideas for change?**  
**X** Or am I jumping to conclusions and possible solutions?
- 4. ✓ Do I encourage this person to talk about his/her reasons for *not changing*?**  
**X** Or am I forcing him/her to talk only about change?
- 5. ✓ Do I ask permission to give my feedback?**  
**X** Or am I presuming that my ideas are what he/she really needs to hear?
- 6. ✓ Do I reassure this person that ambivalence to change is normal?**  
**X** Or am I telling him/her to take action and push ahead for a solution?
- 7. ✓ Do I help this person identify successes and challenges from his/her past *and* relate them to present change efforts?**  
**X** Or am I encouraging him/her to ignore or get stuck on old stories?
- 8. ✓ Do I seek to understand this person?**  
**X** Or am I spending a lot of time trying to convince him/her to understand me and my ideas?
- 9. ✓ Do I summarize for this person what I am hearing?**  
**X** Or am I just summarizing what I think?
- 10. ✓ Do I value this person's opinion more than my own?**  
**X** Or am I giving more value to my viewpoint?
- 11. ✓ Do I remind myself that this person is capable of making his/her own choices?**  
**X** Or am I assuming that he/she is not capable of making good choices?

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