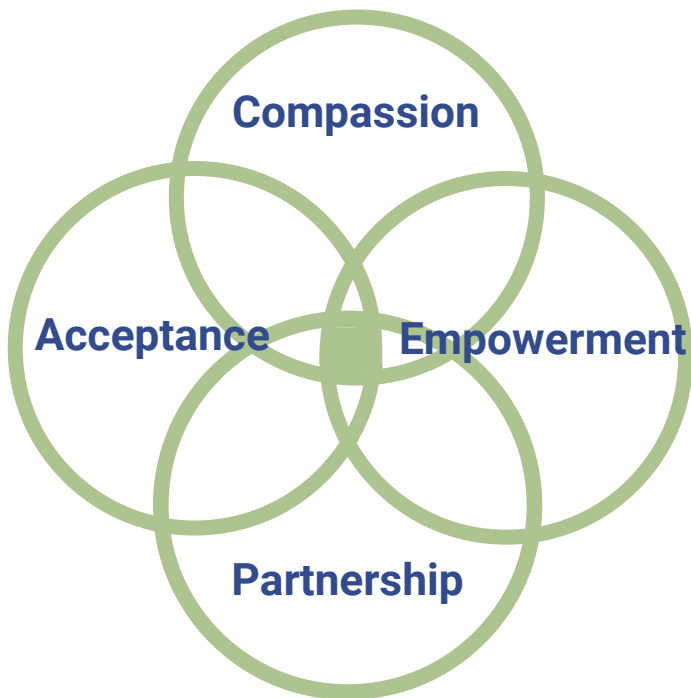


# Motivational Interviewing

## Cheat Sheet




MI is designed to empower people to change by drawing out their own meaning, importance and capacity for change.



The spirit of Motivational Interviewing is the confluence of Compassion, Acceptance, Partnership & Empowerment.

The Spirit is the attitude you bring to the people you work with!

## OARS



OARS are the skills we use to metaphorically "row" toward change

### O-Open Ended Questions

Elicit more information. These are questions that will elicit more than a one word response.

### A-Affirmations

Shine a light on strengths or efforts, and help clients feel empowered in their ability to change.

### R-Reflections

Help the client feel listened to, take conversation deeper & reflect back their motivations for change.

### S-Summaries

Consolidate, focus, and guide the conversation toward change.



MI Center  
for Change

[www.micenterforchange.com](http://www.micenterforchange.com)

MI is based on a respectful and curious way of being with people that facilitates the natural process of change and honors client autonomy.

## The Four Processes of Motivational Interviewing



1. Engaging
2. Focusing
3. Evoking
4. Planning

What process are you in with the client? Are you still *engaging*, developing rapport and safety in the relationship? What is the *focus* of their desired change? Are you *evoking* the client's motivation for change, or imparting your motivation for them? Are they ready to move forward with a change *plan*?



## Listen for Change Talk!

What is Change Talk? In essence, it is the *client's* language in favor of change.  
Our goal is to elicit change talk, reflect it back, and pull for more.

- To elicit desire for change: "Why would you want to \_\_\_\_\_?"
- To elicit ability to change: "How might you go about \_\_\_\_\_?"
- To elicit reasons to change: "What are your reasons for \_\_\_\_\_?"
- To elicit need to change: "How important is it for you to \_\_\_\_\_?"

**When a client is ready to move into the Planning process,  
we may evoke commitment change talk:**

- To elicit commitment: "What will you do?"
- To elicit action: "What are you considering doing?"
- To elicit steps: "What have you already done?"



MI Reminders: ● You don't have to come up with all of the answers...ask their ideas first! ● Ask permission before giving advice. ● Strive to provide unconditional positive regard & curiosity for your clients' perspective and the ways *they* can change. ● Keep the responsibility for change in the clients' hands!



MI Center  
for Change

[www.micenterforchange.com](http://www.micenterforchange.com)