


# Motivational Interviewing

Motivational Interviewing (MI) is an evidence-based conversational counseling technique that helps resolve a patient's ambivalence to change. It helps drive the patient to a realization of personal goals and strengthens motivation for a behavior change by focusing on self-efficacy.

## Four General Principles (CAPE)

1. **Compassion:** Express empathy through reflective listening. Actively promoting the others' welfare and giving priority to the others needs
2. **Acceptance:** Respect for the person and their right to change or not change. Develop discrepancy: Goal and value exploration
3. **Partnership:** Active collaboration between experts. Avoid argument and roll with resistance, avoiding opposing direction
4. **Evocation:** Calling forth others' strengths and resources for change. Support self-efficacy and optimism

Two wooden oars with black blades are positioned vertically on either side of the OARS section.

## Process (OARS)

Utilize motivational interviewing techniques focused on motivating people toward positive behavioral change. Using the OARS technique can help to develop rapport with patient to facilitate change:

- **Open Ended Questioning:** Help gather more descriptive information and opens up dialogue
- **Affirmation:** Acknowledges patient's feelings and supports self-efficacy
- **Reflection:** Repeating and paraphrasing- Tests the hypothesis of understanding
- **Summary:** Reinforcement of what was discussed (feelings and found discrepancies) and next steps

## References and Resources

Visit these sites below for further information on techniques and training material:

- [MINT](#) Motivational Interviewing Network of Trainers
- [Motivational Interviewing](#)- Substance Abuse and Mental Health Services Administration (SAMHSA)
- [Motivational Interviewing as a Counseling Style](#) - Enhancing Motivation for Change in Substance Abuse Treatment
- [Motivational Interviewing](#)- Case Western Reserve University Center for Evidence-Based Practices