

A Handy Guide to Motivational Interviewing



The key to motivational communication? Get away from the “teach and tell” perspective and move towards one of collaboration and empowerment. Share your expertise while understanding the patients’ experience and, together, negotiate options.

This is why asking questions, demonstrating empathy and respecting autonomy are key to motivational communication. A simple way of staying true to the spirit of motivational communication is to use the following as a guide:

Steps to Motivational Interviewing

1. Ask Permission

“Do you mind if we discuss...?”
“Can we talk about...?”

2. Listen

“Tell me about...”
“What makes you think it might be time to change...?”

3. Summarize

“It sounds like...”
“What I hear you saying...”
“Many people report that...”
“That is not unusual...”

4. Invite

“Do you mind if we talk about...?”
“Are you interested in learning more?”
“What would you like to see different about...?”



Techniques & Strategies:

