



MI SPIRIT

EVOCATION
COLLABORATION
AUTONOMY/SUPPORT

MI PRINCIPLES:

EXPRESS EMPATHY
DEVELOP DISCREPANCY
ROLL W/ RESISTANCE
SUPPORT SELF-EFFICACY

FUNDAMENTAL SKILLS

OPEN QUESTIONS
AFFIRMATIONS
REFLECTIONS
SUMMARIZATIONS

CHANGE TALK

DESIRE TO CHANGE
ABILITY
REASON
NEED
COMMITMENT

ELICITING CHANGE TALK

IMPORTANCE/CONFIDENCE RULER
QUERYING EXTREMES
LOOKING BACK; LOOKING FORWARD
EVOCATIVE QUESTIONS
DECISIONAL BALANCE
GOALS/VALUES EXPLORATION
ELABORATION



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AFFIRMATION

ELICIT-PROVIDE-ELICIT

MENU OF OPTIONS

DEALING WITH RESISTANCE

SIMPLE REFLECTIONS

AMPLIFIED REFLECTIONS

DOUBLE-SIDED REFLECTIONS

&

SHIFTING FOCUS

COMING ALONG SIDE

AGREEMENT WITH A TWIST

REFRAMING

EMPHASIZING PERSONAL CONTROL

DISCLOSING FEELINGS

TRAPS

PREMATURE FOCUS

LABELING

Q/ANSWER

CONFRONTATION-DENIAL

EXPERT

BLAMING



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