



Five Basic Principles of Motivational Interviewing

- Principle 1 – Express Empathy
Acceptance facilitates change
Skillful reflective listening is fundamental
Ambivalence is normal
- Principle 2 - Develop Discrepancy
Awareness of consequences is important
A discrepancy between present behavior and important goals will motivate change.
The client should present the arguments for change
- Principle 3 - Avoid Argumentation
Arguments are counterproductive
Defending breeds defensiveness
Resistance is a signal to change strategies
- Principle 4 - Roll with resistance
Momentum can be used to good advantage
Perceptions can be shifted
New perspectives are invited but not imposed
The client is a valuable resource in finding solutions to the problems
- Principle 5 - Support Self-Efficacy
Belief in the possibility of change is an important motivator
The client is responsible for choosing and carrying out personal change.
There is hope in the range of alternative approaches available.