



## Motivational Interviewing in Action

### Phase 1

- Pre-contemplators and contemplators

#### Five early stages

1. Ask open ended questions
2. Listen reflectively
3. Affirm
4. Summarize
5. Elicit self-motivational statements

Evocative questions

Decisional balance

Elaboration

Using extremes

Looking back

Looking forward

Exploring goals

Paradox

#### Follow through contact

### Phase II Hazards

Understanding ambivalence

Overprescriptions

Insufficient Direction

At the start of phase II: summarize and recapitulation, ask client what they would like to do, offer your own suggestions if this is appropriate.

### Phase II

- Determination and Actions

1. Set goals – stay with the client, defining acceptable and attainable goals that represent progress towards recovery.
2. Considering change options. Review alternatives and allow the client to choose. Emphasize that despite the best collective efforts sometimes the right strategy is not selected the first time. Relapse is a normal part of recovery.
3. Arriving at a plan.
4. Eliciting commitment