

FOUR PRINCIPLES OF MOTIVATIONAL INTERVIEWING

EXPRESS EMPATHY:

- Acceptance facilitates change.
- Skillful reflective listening is fundamental.
- Ambivalence is normal.
- Understand the patient perspective.

DEVELOP DISCREPANCY:

- The patient rather than the counselor should present arguments for change.
- Change is motivated by a perceived discrepancy between present behavior and important personal goals or values.

ROLL WITH RESISTANCE:

- Avoid arguing for change.
- Resistance is not directly opposed.
- New perspectives are invited but not imposed.
- The patient is a primary resource in finding answers and solutions.
- Resistance is a signal to respond differently.

SUPPORT SELF-EFFICACY:

- A patient's belief in the possibility of change is an important motivator.
- The patient, not the counselor, is responsible for choosing and carrying out changes.
- The counselor's own belief in the patient's ability to change becomes a self-fulfilling prophecy.