

Motivational Interviewing – Summary

Motivational interviewing – “is a directive, client-centred counselling style for eliciting behaviour change by helping clients to explore and resolve ambivalence. It is most centrally defined not by technique but by its spirit as a facilitative style for interpersonal relationship.”

Principles of Motivational Interviewing (RULE)

Resist the righting reflex	Patients are often ambivalent about change. They are weighing up pros and cons. As a healthcare professional, do not coerce patients into making decisions that you think are best for them. Instead, guide them.
Understand	Explore the patient's interests, concerns, and values with curiosity. Try to understand the patient's motivations to change.
Listen with empathy	Effective listening skills are essential. Both for understanding the patient's motivations and for helping them in their journey.
Empower	Try and make the patient an active collaborator in this journey. They are the expert of themselves. A collaborative relationship is required to set the patient up for success.

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Stages of Change

Precontemplation	The patient is not ready to change. An opportunity should be provided for patients to be able to reach out should they change their mind later. Harm reduction strategies can be provided.
Contemplation	Help the patient weight up the pros and cons of changing a habit. Explore their ambivalence to change. Increase their confidence in their ability to change.
Preparation	Help the patient set clear SMART goals. Develop a realistic plan towards change and then work on implementing that plan.
Action	
Maintenance	Help the patient to identify and use strategies to prevent relapse. Help client assess their strategies. Establish client expectations with treatment.
Relapse	Establish where the client had difficulties. What was challenging about these scenarios? How can they be avoided in the future? If something didn't work, how can we change it to set the client up for success?