PRINCIPLES OF MOTIVATIONAL INTERVIEWING

EXPRESS EMPATHY
Build rapport by expressing genuine empathy for the patient’s experience

DEVELOP DISCREPANCY
Elicit the pros and cons of behaviors. Identify the difference between their goals and current behaviors

AVOID ARGUMENTATION
Direct confrontation will put the patient on the defense and make change talk difficult

ROLL WITH RESISTANCE
Respect the patient’s autonomy and help them uncover their own motivations for behavior change

SUPPORT SELF-EFFICACY
Communicate to the patient that he/she/they are capable of change

ADAPTED FROM: HTTPS://MOTIVATIONALINTERVIEWING.ORG