

# PRINCIPLES OF MOTIVATIONAL INTERVIEWING

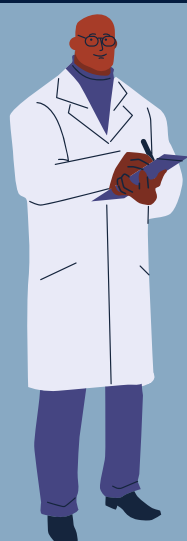
## EXPRESS EMPATHY

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](https://motivationalinterviewing.org)

