

## Motivational Interviewing Tip Cards

This collection of Motivational Interviewing Tip Cards is designed to be a quick reminder of some of the core components and skills of MI. Please download, print, laminate, and post them in whatever ways might be most helpful for your MI practice!

The ***Spirit of Motivational Interviewing*** is a nuanced and interconnected set of person-centered helping beliefs and capacities that are conveyed with and for each client. Difficult to capture briefly, here are some reminders for each component:

***Compassion*** - bringing an intention to help, not to persuade or convince

***Acceptance*** - accurate empathy, honoring autonomy and inherent worth

***Partnership*** - two equals collaborating

***Empowerment*** - evoking what is already within



Remember an acronym that works for you: ***PACE*** (stay alongside) or ***CAPE*** (your superpower)

### The Four Tasks of MI: A framework for a flowing conversation

***Planning***: Helping with how change might happen and evoking hope and confidence. The metaphorical question: "How will you get there?"

***Evoking***: The "heart" of MI involves listening for and evoking the person's own motivations. The metaphorical question: "Why would you go there?"

***Focusing***: Finding their agenda, not ours, and a possible direction together. The metaphorical question: "Where are we going?"

***Engaging***: Beginning of a helping relationship and each conversation, grounded in the MI Spirit and a working alliance. The metaphorical question is, "Can we walk together?"

*Remember, the MI tasks are not linear - they offer a guide for the helper, recursive, and responsive to the client.*

## Motivational Interviewing Tip Cards

### OARS: Core Communication Skills



Open Ended Questions  
Affirmations  
Reflections  
Summaries

### The 2:1 Ratio



### *Giving more than we receive*


**Offer 2 Reflections for  
Every 1 Question You Ask**

The 2:1 ratio helps support client-centered communication. It is an indicator of proficiency in Motivational Interviewing, particularly when your reflections show accurate empathy and cultivate change talk. ***Remember to pause after offering a reflection - let them take it in and elaborate.***

## Motivational Interviewing Tip Cards

<b>Evoking and Reinforcing Change Talk</b>		
<b>Remember the DARN</b> change talk	<u>O</u> pen Questions to evoke change talk might include...	<u>R</u> eflections to reinforce the client's change talk might sound like...
<b><u>D</u>esires</b>	What would you like to see change for you?	“You want...”; “You wish...”; “If you made this change, to you it would mean...”
<b><u>A</u>bilities</b>	What has helped you make changes like this before?	“You've been able to...”; “You have skills like...”
<b><u>R</u>easons</b>	What are some of the benefits of making a change in this area of your life?	“Some of the most important reasons you're thinking of doing this are...”
<b><u>N</u>eeds</b>	What might concern you if things stay as they are now?	“This is important to you now because...”

### Ruler Conversations in MI



<b><i>The Importance Ruler Conversation</i></b> helpful during Focusing & Evoking	<b><i>The Confidence Ruler Conversation</i></b> helpful during Evoking & Planning
<p>“On a scale of 1 to 10, where 1 is not at all important and 10 is very important, how important does it feel for you to make a change in...?”</p> <p><b>Follow-up questions for evoking change talk:</b>                      “What makes it a ___ and not a [<i>lower*</i> number]?”                      “What would need to happen in your life to move the importance from a ___ up to a [slightly higher number] for you?”                      “What might concern you if it went that way?”</p> <p><small>*using a lower number makes this conversation evoking!</small></p>	<p>“On a scale of 1 to 10, where 1 is not at all confident and 10 is very confident, how confident are you that you can make this change in...?”</p> <p><b>Follow-up questions for evoking change talk, hope and confidence:</b>                      “What makes your confidence a ___ and not a [<i>lower*</i> number]?”                      “What would help your confidence grow from a ___ up to a [slightly higher number]?”                      “What's giving you hope you can make this change?”</p>

*Remember to offer Reflections throughout a ruler conversation!*

## Motivational Interviewing Tip Cards

Offering Information and Advice in MI: The Ask-Offer-Ask Skill	
<b>Ask</b> for their knowledge or understanding of the specific topic, then... <b>Ask</b> for their permission to offer info/advice	For example, "What's your understanding of...?"  "Could I share with you some approaches that have been helpful for other clients I've worked with through similar situations?"
<b>Offer</b> information or advice in <small>small</small> bites, and emphasize their autonomy	"It's of course up to you what you do with this information. Many people find it can be helpful to..."
<b>Ask</b> for their personal reaction	"What do you think about that <i>for you</i> ?"
<i>Remember to offer <u>R</u>eflections throughout an AOA conversation!</i>	

Make Your Own MI Tip Card!	
<i>What is a reminder to help you grow your MI Spirit, skills, and practice?</i>	