



Reducing Resistance

Motivational Interviewing Summary Sheet

Motivational interviewing is an approach to overcoming participant resistance and promoting self-motivation by eliciting the participant's own reasons for resisting change and using a nonjudgmental, empathetic therapeutic style. Interviewers evoke the participant's own motivations for change through self-directed goals, drawing upon strengths, and emphasizing the client's responsibility for change.

Four Principles

1. **Express empathy:** See the world through the client's eyes, share in the client's experiences.
2. **Develop discrepancy:** Help clients see the value of change by exploring the discrepancy between how clients *want* their lives to be vs. how they currently are
3. Between their stated values and their day-to-day behavior
4. **Roll with resistance:** Statements demonstrating resistance are not challenged; Invite clients to examine new perspectives, but do not impose new ways of thinking on clients.
5. **Support self-efficacy:** This guides facilitators to explicitly embrace client autonomy (even when clients choose to not change)

Four Skills = OARS

1. **Open ended questions:** Questions not easily answered with a "yes/no" or short answer. Open-ended questions invite elaboration and thinking more deeply about an issue.
2. **Affirmations:** Statements that recognize clients' strengths. They build rapport and help clients feel change is possible. They often involve reframing behaviors or concerns as evidence of positive qualities. To be effective they must be genuine.
3. **Reflective listening:** Affirms understanding of the client's perspective and guides the client toward resolving ambivalence by a focus on the negative aspects of the status quo and the positive aspects of making change.
4. **Summary statements:** Reflection where all or part of the session is recapped to communicate interest and understanding. It is used to call attention to important elements of the discussion.