

Motivational Interviewing

Nursing

A collaborative style for exploring ambivalence, not arguing for change.

The spirit is partnership, acceptance, compassion and evocation. OARS are the skills.

1

Open questions

Invite the person's own account rather than a yes or a no.

2

Affirmations

Notice specific strengths and efforts, honestly and concretely.

3

Reflective listening

Say back what you heard; let them correct the reflection.

4

Summarise

Gather the change talk together and check you have it right.

5

Roll with resistance

Resistance is a signal about the conversation, not the person.

6

Evoke change talk

Ask what they would gain, and how they have changed before.

Educational reference. Motivational interviewing is a trained skill developed through supervised practice and feedback, not from reading