

Motivational Interviewing: 6 Key Skills:

Why Motivational Interviewing, what does it do?

Sometimes people just get stuck in negative behaviour patterns.

This is a state of '**Ambivalence**' ...

... when the desire to change and leave behind a damaging habit, can't release someone from its undoubted attractions.

Rather than simply telling someone trapped like this what they need to do, which usually causes defensiveness and resistance, MI is an approach that helps them to work out and express their own self-motivational statements.

In order to do this, they need to identify the difference between how they are and how they would like to be. This helps them to be able to decide what actions to take in order to change.

Through using a Motivational Interviewing conversational approach to help someone 'develop discrepancy', they are supported in identifying and stating the desire to be different, and to improve an area of their life.

Someone who needs to change and hears themselves make these types of statements, tends to have increased awareness of the discrepancies between their goals and their current behaviour, generating their own motivation to do something about it.

The greater this discrepancy, the greater the motivation to change.



6 Key MI Skills:

- A: Ask open-ended questions
- B: Listen reflectively
- C: Affirm
- D: Reflective Summaries
- E: Elicit Self-Motivational Statements
- F: Closing action statements and commitments

These approaches listed are designed to help you to support and help someone else in developing that discrepancy and begin to express **their own** motivation to change.