

# MI Tape Preparation Sheet

## Taken from MITI 4.1

### Global Ratings

#### Change

- Shapes client language in favor of change.
- Structured therapy tasks to elicit and reinforce change talk
- Explore deeply change talk
- Elicits change talk explicitly and responds to change talk
- Builds momentum of change talk

#### Sustain

- Does not linger in sustain talk
- Uses therapeutic tasks to focus on change talk
- Double sided reflections used to focus on change

#### Partnership

- Negotiates agenda and goals
- Demonstrates curiosity about client
- Encourages client to explore client ideas
- States that client is expert and decision maker
- Tempers advice giving
- Probes strengths

#### Empathy

- Understanding beyond what is said explicitly
- Interest in client perspective and situation
- Put self in client shoes
- Encourage client to elaborate
- Complex reflections

<b>Strategies to Evoke Change Talk</b>	
<b>Ask evocative questions</b>	Target DARN CATS with open ended questions.
<b>Ask for elaboration</b>	Explore and elaborate: What else? Tell me more. How did that happen?
<b>Ask for examples</b>	Elicit specifics: When was the last time? What made it successful?
<b>Looking back</b>	Envision Past: How did it work before? How were things better then?
<b>Looking forward</b>	Envision Future: Miracle question; 5 years/ 1 year ahead.
<b>Query extremes</b>	What is the worst thing that could happen if you don't change? What is the best thing that could happen if you do?
<b>Change ruler</b>	Use change ruler for importance, confidence, desire, ability, and commitment. Follow up to focus on change talk.
<b>Explore goals and Values</b>	Explore: What do you want in life? What are your goals? What do you value most? How does this change fit in?
<b>Come alongside</b>	Maybe this is so important to you that will never make the change no matter the cost.
<b>Explore decisional balance</b>	What are some of the good things about making this change? What are some of the not so good things about not making this change?

<b>Global Ratings</b>	
<b>Dimension</b>	<b>Code</b>
Cultivating Change Talk	Cultivate
Softening Sustain Talk	Sidestep
Partnering	Partner
Empathy	Empathy

<b>MI Adherent (MIA) Behaviors</b>	
<b>Behavior</b>	<b>Code</b>
Giving Information	GI
Persuade with Permission	Persuasion with
Question	Q
Simple Reflection	SR
Complex Reflection	CR
Affirmation	AF
Seeking Collaboration	Seek
Emphasizing Autonomy	Emphasize

<b>MI Non Adherent (MINA) Behaviors</b>	
<b>Behavior</b>	<b>Code</b>
Persuade	Persuasion
Confront	Confront