

Motivational Interviewing Key Concepts

Spirit of MI	
Compassion	The interviewer acts benevolently to promote the client's welfare, giving priority to the client's needs.
Acceptance	The interviewer communicates absolute worth, accurate empathy, affirmation and autonomy support.
Partnership	The interviewer functions as a partner or companion, collaborating with the client's own expertise.
Evocation	The interviewer elicits the client's own perspectives and motivation.

MI Skills (OARS & Gi)	
Open ended questions	Questions that ask for client elaboration and do not inspire a one-word or short answer. These questions are helpful for evoking change talk and eliciting client meaning, values and goals.
Affirmations	Statements of client strengths, positives and abilities. Affirmations can help build client self-efficacy and bring the conversation to what can be done.
Reflections	Selectively reflecting back client meaning to build rapport, demonstrate empathy, build client insight, highlight change talk, build motivation and elicit commitment to change.
Summaries	Selectively providing a summary of client statements in a "boquet" of change talk, motivational and meaning.
Giving Information	E-P-E: Elicit client thoughts, ask permission to give information, elicit client voice.

Four Processes of MI

