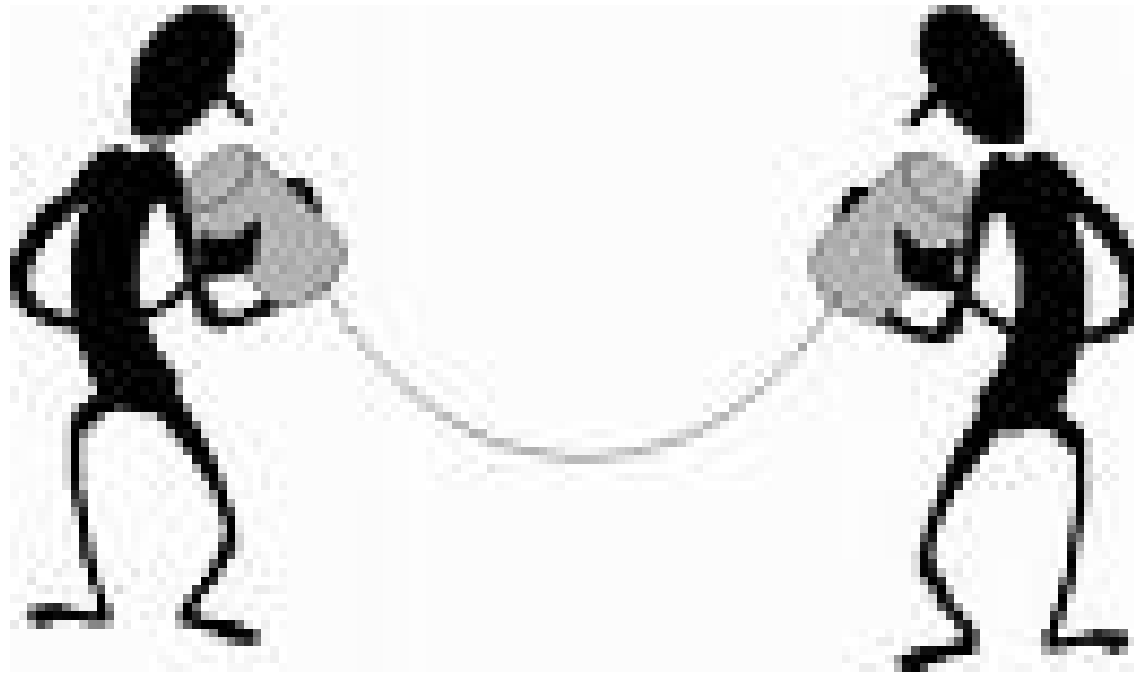


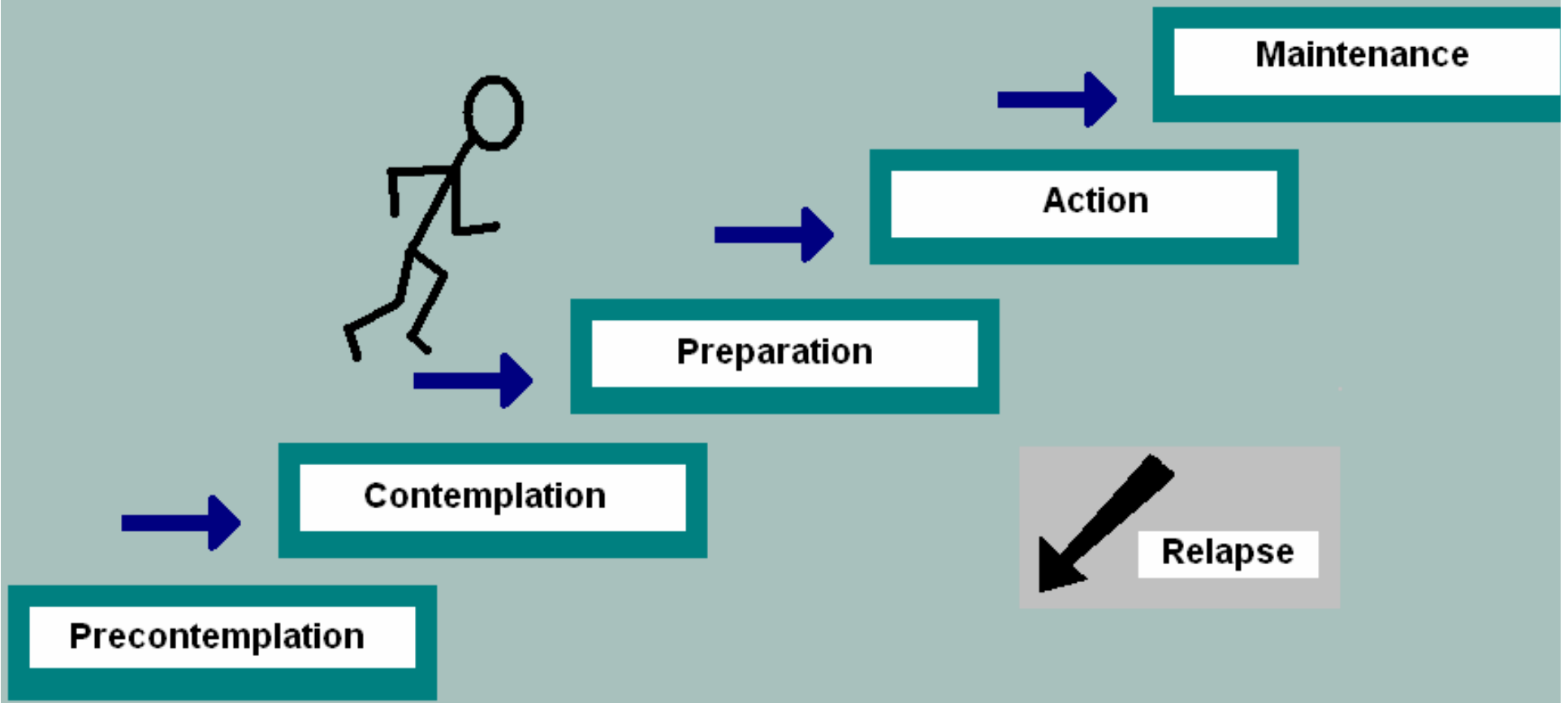
Motivational interviewing (MI)

Part Two



Stages of Change Model

People can move through the stages of change as they become more motivated





Listening Skills

- What are the key things to do when being a good listener?
- What are the things you should avoid doing when being a good listener?



Open questions vs. Closed questions

- What is an open question?
- Practice sheet





Reflections

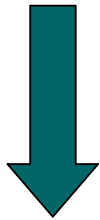
- What is a 'reflection'?
- Statement, not a question
- Client feels understood
- Affirms and validates
- Hypothesis testing
- Keeps client thinking and talking
- Information + empathy + understanding



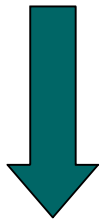
Reflections

" I want to quit smoking because I don't want another heart attack; I want to see my kids grow up."

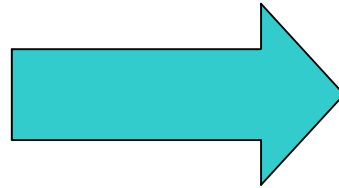
○ Content



○ Feeling



○ Meaning



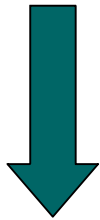
○ You see that your smoking is linked with the chance of you having another heart attack.



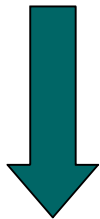
Reflections

“ I want to quit smoking because I don’t want another heart attack; I want to see my kids grow up.”

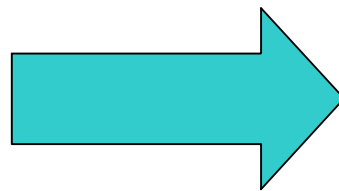
○ Content



○ Feeling



○ Meaning



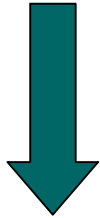
○ You’re afraid that you might have another heart attack.



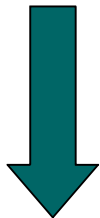
Reflections

“ I want to quit smoking because I don’t want another heart attack; I want to see my kids grow up.”

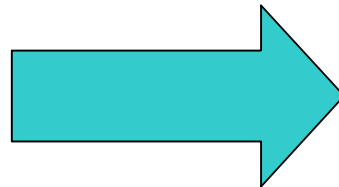
○ Content



○ Feeling



○ Meaning



○ Your children are important to you and you want to be there for them.



Reflections

- Double-sided
- Amplified
- Batting Practice



OARS

- Open Questioning ✓
- Affirming:
 - Eg. It's great that you've made the effort to come here today.
- Reflections ✓
- Summarising
 - Links the discussion together and can compare both sides of ambivalence



OARS

- **O**pen Questioning ✓
- **A**ffirming:
 - Eg. It's great that you've made the effort to come here today.
- **R**eflections ✓
- **S**ummarising
 - Links the discussion together and can compare both sides of ambivalence