

# Motivation Interviewing – REFERENCE GUIDE 1

## Responding to change talk

Example: *“I’ve cut down on my drinking but I don’t think I need to stop completely.”*

Technique	<b>O</b> pen question	<b>A</b> ffirmations	<b>R</b> eflections	<b>S</b> ummarise
Purpose	To explore concerns, promote collaboration, understand service user’s perspective	To support strengths and convey respect.	To explore more deeply. Convey understanding, elicit change talk	To organise discussion, clarify motivation, provide contrast, focus the session and highlight change talk
What to say	<ul style="list-style-type: none"> <li>• Tell me how you managed that?</li> <li>• What difference has this made to you?</li> </ul>	<ul style="list-style-type: none"> <li>• That’s really positive, it must have been difficult.</li> <li>• You have done a lot of thinking about your drinking.</li> </ul>	<ul style="list-style-type: none"> <li>• You are drinking less than before</li> <li>• Sounds as though you have realised how much your drinking affects [child].</li> <li>• On one hand you want to make changes on the other hand it’s hard to cut down completely.</li> <li>• From your point of view having a few drinks after [child] is in bed is okay.</li> </ul>	<ul style="list-style-type: none"> <li>• What happened on Saturday night was a real wake-up call for you and now you’ve been doing some thinking about changes that you’d like to make. You said you are thinking about going to a group. What ideas have you had about that?</li> </ul>

Focus when there are a lot of needs

How to address concerns

What to do when you’re not hearing reasons for change – sustain talk