

Motivation Interviewing – REFERENCE GUIDE 2

Drawing out reasons for change when you aren't hearing any

Example: *a pregnant woman who doesn't show any intention of stopping smoking or drinking.*

Technique	Exploring extremes	Looking back	Looking forward	Exploring personal values
Purpose	Imagining the consequences of what might happen if things don't change.	Highlighting the difference between better times in the past and how things are now, and the possibility of life being better again	Asking for people's realistic ideas about a future with no changes; or their hopes for a future with changes.	When you understand what people value, you have a key to what motivates them. It also develops rapport and shows respect.
What to say	<ul style="list-style-type: none"> • “How much do you know about some of the things that can happen if you drink during pregnancy, even if you don't imagine this happening to you?” • “What worries you about your drinking in the long run?” • “Imagine for a minute that you reduced the amount you drink, what might be some of the good things that could come out of that?” 	<ul style="list-style-type: none"> • “What are the differences between the person you were ten years ago and the person you are today?” • “What were things like before you started drinking?” <p><i>[If looking back brings up a description of a time when problems were worse, explore what has happened to make improvements since then]</i></p>	<ul style="list-style-type: none"> • “How would you like things to turn out for you/your child in 5 years or so?” • “Suppose you don't make any changes, but continue as things have been. What do you think your life will be like 5 years from now?” 	<ul style="list-style-type: none"> • What matters most to you? • What do you want in life? • Why is this important to you? • How do you express this value in your daily life? • How did that get to be a value for you? <p><i>[If these questions provoke defensiveness or other negative responses, don't push it for now.]</i></p>