

## Motivational Interviewing Core Skills

<b>Open-ended Questions</b>	A question that cannot be answered with a single word.	Invite conversation; deepen relationship; learn what is important to the other person
<b>Affirmation</b>	A statement that acknowledges and recognizes strengths	Provide support and provide encouragement; facilitate relationship
<b>Reflection</b>	A statement that guesses at a deeper meaning	Increase understanding and deepen communication
<b>Summary</b>	An extended reflection that pulls together what has been said before	Confirm understanding, link thoughts, transition to a new topic
<b>Exchanging Information</b>	Sharing a professional opinion, suggestion, advice, feedback, or recommendation	Conveying and gathering information in a manner consistent with MI; with autonomy support and collaboration

### MI Core Skills In Action

SKILL	
Asking permission	I noticed that you are due for a flu vaccine and that you declined it last time. Would it be OK if we talked about that?
	I guess so... I'm kinda tired of thinking about it though.
Reflection	You've already put in a lot of time and energy thinking about getting the flu vaccine.
	No kidding. Everybody wants to tell me what I should do. I know a lot about the flu vaccine! It doesn't always work either!
Affirmation	You clearly have a lot of knowledge about the vaccine and you know it is your decision to make.
	Yeah.

Open ended question	What concerns do you have about the vaccine?
	I am not sure that it is safe. I know you will tell me it is, but from what I read, there is a lot of uncertainty. And last year, my best friend got the flu from the shot!
Autonomy support	Well, you are the only one who will know what will work for you in the long run. But I am concerned about you, especially since you have some lung disease. Would you be willing to say more about how you are thinking about it?
	I guess so if you think it is important to tackle it again. I just don't think it is worth the risks.
Offering a medical opinion about the importance of dealing with the issue	I do think it is important to consider the risks –either with or without the vaccine. And you are correct that vaccines are not 100% effective, but they do decrease the chances that you will get really sick. In your situation, I am more concerned because you are older and have had asthma for many years. What do you think about that?
	You are saying that because I am older that I am more likely to get the flu?
Clarifying, implied permission	Ah good question! Whether you get it depends on if you get exposed to the virus. That happens regardless of age. The concern is that when people already have some lung disease, they are a higher risk of having complications. And being older affects your immune system so you can't fight it off as well. What are your thoughts?
	Hmmm... I would hate to get really sick. I guess I didn't think of it that way.
Complex reflection	On one hand the vaccine is not perfect but on the other hand, you are worried that you might get very sick without it. What might make this decision easier for you?
	Well, I just need to think a bit more about it. I see that flu is bad this year, so I'd better decide soon. Thank you for helping me think this through.
Compassion, partnership, autonomy statement	I really want what is best for you and am happy to answer any additional questions you have. I'm sure you will do what you think is right for you.