

What is it?

Motivational interviewing aims to enhance self-efficacy and personal control for behavior change. It uses an interactive, empathic listening style to increase motivation and confidence by specifically emphasizing the discrepancy between personal goals and current health behaviors.

Template:

- Share the agenda
- Raise the issue
- Be respectful and express empathy
- Build on what you hear (Ask-Tell-Ask)
- Cultivate change talk
- Guide toward a specific plan

OARS skills in motivational interviewing

- **Open-ended questions:** Encourage the patient to think out loud
- **Affirmations:** Recognize the patient's strengths
- **Reflections:** Say back what you heard or what you thought was meant
- **Summaries:** Summarize key parts of a conversation to help keep the conversation going or to transition to new steps

Sample Questions to Assess Readiness, Importance, Confidence and Barriers

Readiness to Change:

- How do you feel about changing your eating or exercise behaviors?
- How ready to change are you?
- How would you like your health to be different?
- People differ in how ready they are to make these kinds of changes. What about you?
- Some people don't want to talk about their weight at all, where as some people don't mind at all. How do you feel about this?

Importance of change:

- Tell me how things would be different for you if you _____ (were at a healthier weight, etc.)
- What do you think would happen if your weight doesn't change?
- What are the most important things to you? What impact does your weight have on that?
- What would have to happen before you seriously considered changing?
- What are the good things about _____ (losing weight, eating healthier, exercising more)?
- What concerns do you have about _____ (losing weight, eating healthier, exercising more)?
- If you were to change, what would it be like?

Building confidence:

- What would make you more confident about making these changes?
- How can I help you succeed?

- Are there things that you have found helpful in previous attempts to change?
- If you decided to change, what might your options be?
- What are some practical things that you need to do to achieve this goal?

Barriers:

- What things stand in the way of your taking a first step?
- What barriers might impede success? (e.g., child care, transportation, distance, cost, accessibility)

Exercises to Do with Patients

1. Readiness assessment

0 5 10

If “0” is not ready to make changes (in your eating habits/physical activity) and “10” is ready to make changes, what score would you give yourself?

Spanish: Usando una escala del uno al diez. Si un “zero” significa que no esta listo para hacer cambios (en su dieta o actividad fisica) y un “dies” significa que esta listo para hacer cambios. Que número se daría a usted mismo/a?

2. Decisional balance

Discuss with the patient what he/she perceives to be the short-term and long-term benefits and drawbacks of making healthy changes. Encourage the patient to generate personal costs and benefits, and then openly discuss these to identify barriers and goals.

Short Term Costs

- 1)
- 2)
- 3)
- 4)
- 5)

Long Term Costs

- 1)
- 2)
- 3)
- 4)
- 5)

Short Term Benefits

- 1)
- 2)
- 3)
- 4)
- 5)

Long Term Benefits

- 1)
- 2)
- 3)
- 4)
- 5)

Adapted from:

Kathleen G.Reims, MD, FAAFP, and Denise Ernst, PhD. *Using Motivational Interviewing to Promote*

Healthy Weight. American Academy of Family Physicians. *Fam Pract Manag.* 2016 Sep-Oct;23(5):32-38.

Yale Rudd Center for Food Policy and Obesity guide. *Motivational Interviewing for Diet, Exercise and Weight*”

www.yaleruddcenter.org