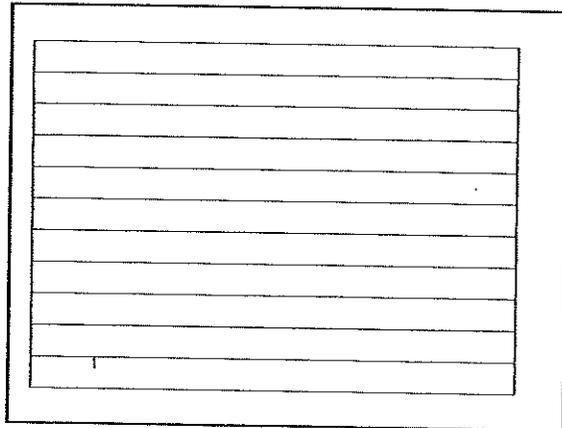






**MI PRINCIPALS  
(RULE)**

- Understand client motivation – explore and elicit core values and motivations for change, essential to MI is to understand the client’s motivation. (Develop Discrepancies)
- Listen with empathy – accurate empathy, demonstrate warmth, acceptance and accurate understanding, empathic listening statements. (Express Empathy)



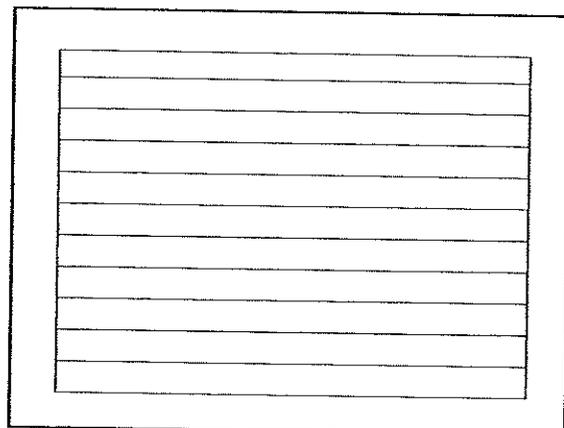
**MI PRINCIPALS  
(RULE)**

- Empower – impart belief in the possibility of change. (Support self efficacy)

Some random things...

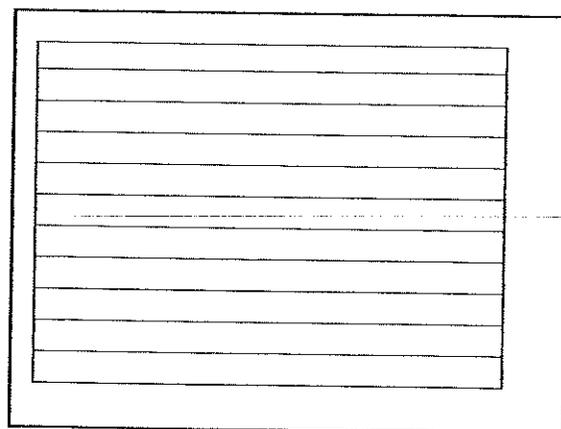
“People are better persuaded by the thoughts they already have than ideas someone else attempts to give them.”

“It is the clinician’s responsibility to always believe in the client’s capacity to change.”



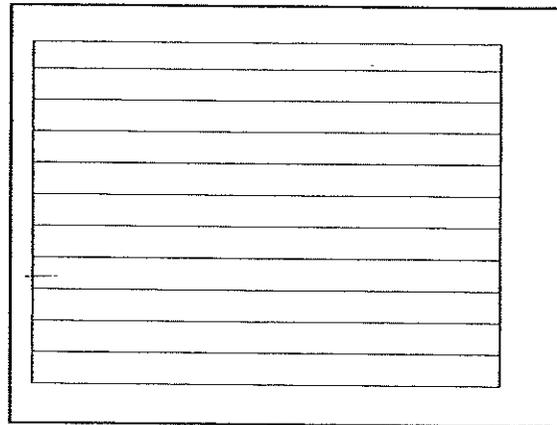
**DEFINITION OF TERMS**

- Ambivalence: having simultaneous , conflicting feelings toward a person or thing. A common example is love and hate for a person. It can also refer to “mixed feelings”, “cold feet”, and “sitting on the fence”. This state can often lead to avoidance or procrastination.



### DEVELOP DISCREPANCY

- Difference between “where they are an where they want to be”.
- Discrepancy/difference between current circumstance/behavior and their values and future goals.



### RESISTANCE (Reflective Listening)

- This is perhaps the most critical skill in MI.
- Reflective listening has two purposes. First is to express empathy. To listen carefully and provide reflective responses.
- The second purpose is that it is a core intervention and can guide a client toward resolving ambivalence by focusing on negative aspects of the status quo and positive aspects of making change.

