

# THE CORE SKILLS OF MI



○ A R S + I

# The Core Skills



Open Questions



Affirmations



Reflections



Summaries



Information Exchange

# Open Questions



Invite more than yes or no answers

Set the tone for non-judgmental information gathering

Help people explore their own goals and ideas

## Closed questions...

"Are you worried about your health?"

"Do you want things to be different in the future?"

"Do you need help?"

## Open questions...

"What worries do you have about your health?"

"How do you want things to be different in the future?"

"How can we help?"



# Affirmations

Statements of appreciation for people's character, strengths, and efforts

Build connection and engagement

Help people feel seen and respected

## Affirmation Examples...

"You're a strong person who won't give up until you get what you need."

"You're dedicated to taking care of yourself and your family."

"You're determined to have the life you want."

# Reflections



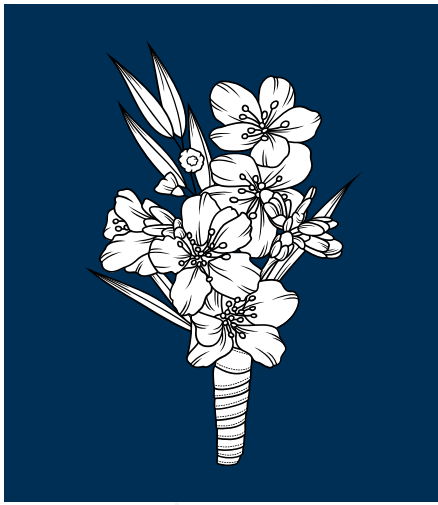
Make a guess at what the person means  
Keep people exploring and considering  
Allow people to feel understood  
Selective and intentional in MI  
Essential skill in MI and requires practice

## Reflection Examples...

"You're worried about your health."

"You want things to be different in the future."

"Your health is important and you're looking for some help."



# Summaries

Collecting and offering a person's statements back in a brief, focused, understandable package

Intentionally choosing which elements to include

Sometimes called a "bouquet of change talk"

Used to collect, connect, link, and transition

## Summary Example...

"You're a hard-working person and dedicated to taking care of yourself and your family. You're worried about your health so you made the decision to call us. You really want things to be different in the future and you want find out what kind of help is available for you. "

# Information Exchange



You have knowledge and helpful ideas to share

Sharing information in an MI-style is collaborative, evocative, and honors autonomy

This style also saves time and continues to build engagement and trust

## ASK

**Ask** what the person already knows about the topic

Then **ask permission** to share new information

## OFFER

**Offer** the new information in small, clear, manageable bits

## ASK

**Ask** the person what they think about the new information

# CONTACT US



CONTENT ADAPTED FROM:

Miller, W. & Rollnick, S. (2023). *Motivational Interviewing: Helping people change and grow* (4th ed.). Guilford.

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