

BITE SIZE Motivational Interviewing



‘People are generally better persuaded by the reasons they themselves discover than by those that enter the minds of others’

There are predictable outcomes when we try to change the behaviour of others by confrontation or offering unsolicited advice. The harder we push – the harder they push back.

Blaise Pascal (1623-1662)

BITE SIZE Motivational Interviewing

- **Speaker role:** Identify a change that you are considering
- **Listener role:** Don't try to persuade or fix anything. Don't offer advice. Instead ask these four questions one at a time, and just listen carefully :

1. **Why would you want to make this change?**
2. **If you did decide to make this change, and you wanted I to work, how might you go about it?**
3. **What are the three best reasons for you to do it?**
4. **How important would you say it is for you to make this change, on a scale from 0 to 10, where 0 is not at all important, and 10 is extremely important?**
5. **And why that number _____ rather than a lower number _____?**
6. **After you have listened carefully to the answers to these questions, give back a short summary of the person's motivations for change. Then ask one more question:**
7. **So what do you think you'll do? ... and listen with interest to the answer.**