

Skills

Motivational Interviewing

- 1) familiarity with client-centered counseling techniques
- 2) empathetic listening
- 3) reflective listening
- 4) using double sided reflections to convey the cost/benefits of behaviors to the client
- 5) ability to conduct a decisional balance exercise with the client
- 6) helping client to develop discrepancy between their ideal and current behaviors
- 7) instilling a sense of self-efficacy
- 8) using open-ended questions to explore current behaviors
- 9) helping the client to identify goals and values
- 10) eliciting change talk from the client
- 11) “rolling with” client resistance, rather than being combative
- 12) being open-minded to the client’s beliefs and presentation
- 13) acknowledgement of the client’s freedom to choose
- 14) prompting the client to achieve greater self-awareness
- 15) collaborating with the client to promote motivation to change