

Goal of Motivational Interviewing: To get individuals to resolve their ambivalence about changing their behaviour, without evoking resistance to change.

OARS, what are they again?

- **Open ended questions:** Encourage clients to do most of the talking and helps elicit self-motivating statements.
- **Affirmations:** When genuine and appropriate, affirmation acknowledges positive behaviours, concerns and issues which communicate respect, understanding and support.
- **Reflective listening:** Paraphrasing the client's comments lets them know they are heard and brings self-awareness to the client.
- **Summary statements:** Pull together everything stated allowing for closure on that topic and moving to another topic.

Open-ended questions:

- Tell me about how you are doing with your nutrition goals?
- What, if anything, could get in the way of attaining your goals?
- What are the most pressing issues that you would like to cover during this session?

Affirmations:

- That is a good suggestion.
- I think it's great that you want to improve your diet.
- You have made significant changes to your diet; that is great.

Reflective listening: 1) Repeating; 2) Rephrasing; 3) Paraphrasing

- This is what I am hearing; please correct me if I am wrong...
- So, what I hear you saying is...
- So you feel that...

Summary statements:

- Let me see if understand this so far...
- Here is what I've heard. Tell me if I've missed anything.
- We have covered that well, let's move to the next topic.

Other techniques and terminology from class notes:

- Express empathy: Viewing from the client's perspective, do not confuse this with sympathy.
- Develop discrepancy: Working with ambivalence that is already present, amplify discrepancy between present and past behaviour and future goals.
- Roll with resistance: Seek to clarify and understand the resistance, invite the consideration and openness to new perspective, and encourage the client to come up with their own solutions.
- Support self-efficacy: Engage the client in conversation to remove barriers that will help him/her believe that change is possible and attainable and that they are capable of changing the dietary behaviour.

Expressing Empathy: Be genuine!

- I appreciate how hard it must have been for you to make that change.

Develop Discrepancy:

- How does your _____ fit with in with your goals?
- On one hand, you say that _____ is important to, yet you continue to _____, please help me understand.

Rolling with Resistance:

- I am observing that you are not comfortable _____, and that this is not working for you. Let's find out together how we can better approach this.
- Making changes is not easy, and I see that this is overwhelming for you. Let's review this and see if we can break it down into smaller steps.

Support Self-Efficacy: (Identify and help overcome barriers)

- If you don't like typical breakfast foods, would you eat lunch type foods for breakfast?
- What do you find most difficult about _____? Let's see how we can work around that.

References: FNH 381 lecture notes – Karol Traviss