An Example of an MI “Session”

1. **Set the Agenda – Find the Target Behavior (e.g. smoking, exercising)**

   Clarify the agenda around a target behavior about which there is ambivalence. Try a series of special questions to help sort things out.

2. **Ask about the positive (good things) aspects of the target behavior.** This is often an engaging surprise. However, it will only work if you are genuinely interested.

   - What are some of the good things about _______?
   - People usually _______ because there is something that has benefited them in some way. How has ______________ benefited you?
   - What do you like about the effects of ____________________?

   ➢ Summarize the positives

3. **Ask about the negative (less good things) aspects of the target behavior:**

   - Can you tell me about the down side?
   - What are some aspects you are not so happy about?
   - What are some of the things you would not miss?

   ➢ Summarize the negatives

4. **Explore life goals and values.**

   These goals will be the pivotal point against which cost and benefits are weighed.

   - What sorts of things are important to you?
   - What sort of person would you like to be?
   - If things worked out in the best possible way for you, what would you be doing a year from now?

   ➢ Use affirmations to support “positive” goals and values.

5. **Ask for a decision.**

   Restate their dilemma or ambivalence then ask for a decision.

   - You were saying that you were trying to decide whether to continue or cut down...
   - After this discussion, are you more clear about what you would like to do?
   - So have you made a decision?
6. Goal setting – Use SMART goals

(Specific, Meaningful, Assessable, Realistic, Timed)

- What will be your next step?
- What will you do in the next one or two days?
- Have you ever done any of these things before to achieve this?
- Who will be helping and supporting you?
- On a scale of 1 to 10 what are the chances that you will do your next step? (anything under 7 and their goal may need to be more achievable)

-if no decision or decision is to continue the behavior.

- If no decision, empathize with difficulty of ambivalence.
- Ask if there is something else which would help them make a decision?
- Ask if they have a plan to manage not making a decision?
- Ask if they are interested in reducing some of the problems while they are making decision?
- If decision is to continue the behavior, go back to explore the ambivalence.