



# MOTIVATIONAL INTERVIEWING

“Motivational Interviewing is not a technique for tricking people into doing what they do not want to do. Rather, it is a skillful clinical style for eliciting from patients their own good motivations for making behavior changes in the interest of their own health.”

“If your consultation time is limited, you are better off asking patients why they would want to make a change and how they might do it rather than telling them that they should.”

“A patient who is active in the consultations, thinking aloud about the why and how of change, is more likely to do something about this afterward.”

M.I. in Health Care, S Rollnick, W Miller, C Butler, Guilford Press, 2008.

## Use these motivational phrases with patients:

- What do you like about smoking (or tobacco use)?
- What do you want to do about your smoking?
- How would being smoke-free impact your life?
- What’s worrying you the most today about your tobacco use?
- What are the most important reasons you have for quitting?
- What benefits do you get from smoking or using tobacco?
- How would your life be different if you did not use tobacco or smoked?
- If you decide to quit tobacco, how would you do it?
- How important is it for you to quit smoking?
- What are you thinking about smoking at this point?
- Suppose that you continue on with not making any changes with your smoking. What do you think might happen to you in 5 years?
- What advice would you give yourself about smoking (or tobacco use)?
- If you quit smoking, what might be some of the benefits?
- What might it take for you to make a decision to stop smoking?

## Avoid these frustration questions:

- Why don’t you want to quit?
- Why can’t you quit?
- Why haven’t you quit?
- Why do you need to smoke?