

## An Example of an MI “Session”

### 1. Set the Agenda – Find the Target Behavior (e.g, using, 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.