

## Four Processes of MI overview:

### **Engaging:**

- Def'n: process by which both parties establish a helpful connection and working relationship.
- Examples of therapist strategies:
  - “How are you today?” or “What’s it like for you to be here?”
  - Providing empathy through sustained reflections
  - “Tell me about what you’re most proud of.”

### **Focusing:**

- Def'n: process by which you develop and maintain a specific direction in the conversation about change.
- Examples of therapist strategies:
  - “What would you like to talk about today – what would be most helpful?”
  - “How would you like your life to be different?”
  - “What would you like to see change?”
  - Agenda mapping (see flip side)

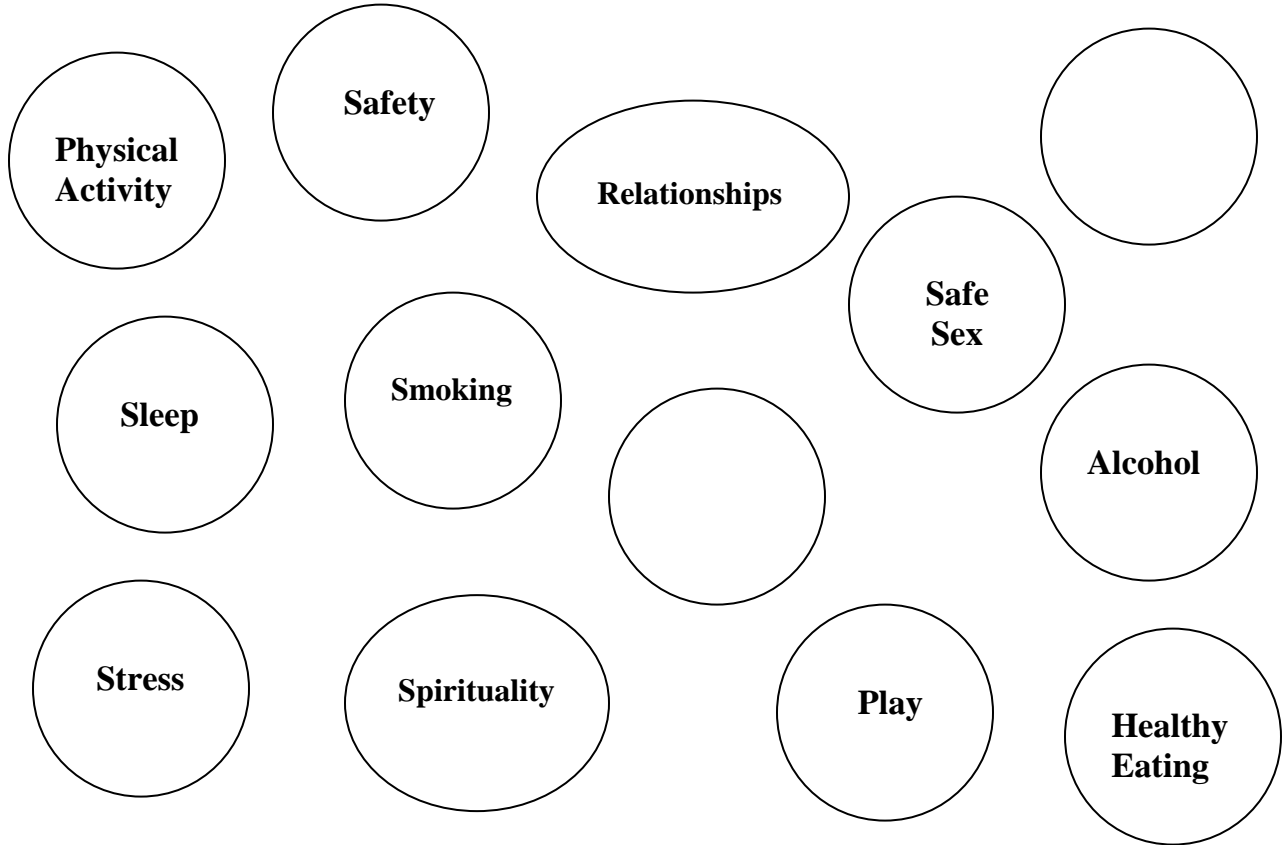
### **Evoking:**

- involves eliciting the client’s own motivations for change; occurs when there is a focus on a particular change and you harness the client’s own ideas and feelings about why and how they might do it; having the person voice the arguments for change.
- Examples of therapist strategies:
  - Importance and confidence rulers
  - Evocative Qs: “What things would be happening in your life to make this a priority?”/“If things were better, what would be different?”/ “What would you like to have more of? Less of?”
  - Probing values: “What kind of person do you want to be?”

### **Planning:**

- “...a conversation about action that can cover a range of topics, conducted with a sharp ear for eliciting client’s own solutions, promoting their autonomy of decision-making and continuing to elicit and strengthen change talk as a plan emerges;” encompasses both developing commitment to change and formulating a specific plan of action.
- Examples of therapist strategies:
  - Testing the waters: “How would you know that the time to make a change was now?” “How close do you feel to that point?”
  - Concrete change plan (planning road map)
  - **SOAR** (**S**et goals; **s**ort **O**ptions; **A**rrive at plan; **R**eaffirm commitment).

<i>Ask</i>	<i>Listen</i>	<i>Summarize</i>
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<i>Next Step:</i>
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