

Five Principles of Motivational Interviewing

Principle	Elements	Example
Express Empathy	<ul style="list-style-type: none"> Express empathy toward teen to help build rapport Use reflective listening 	“It sounds like you’re frustrated with people you love telling you to stop smoking.”
Develop Discrepancy	<ul style="list-style-type: none"> Raise awareness of teen’s current behavior Help them to identify differences between goals/values and current behavior Encourage teen to come up with ways to adjust behaviors to align with stated values and goals 	“I hear you that you enjoy smoking, and yet you are worried that your little sister will start too. What do you think are some ways to prevent that from happening?”
Avoid Arguing or Confrontation	<ul style="list-style-type: none"> Reframe statements Acknowledge ambivalence 	“I hear you that you are not ready to change your smoking behavior. What do you think would be helpful if and when you are ready to make a change?”
Support Self-Efficacy	<ul style="list-style-type: none"> Explore past successes in other problem areas and apply to present situation Provide strategies and resources that can help assist teen with change Affirm that teen is able to choose and carry out personal change 	“You were able to get in shape to make the soccer team. This is kind of the same. If it’s OK with you, I can share some ideas that have worked for other people that might help and we can also think about other ideas together. You can do this.”
Support Autonomy	<ul style="list-style-type: none"> Reinforce that agency—the power for change—lies within the teen vs counselor, teachers, or parents Listen as teen develops an action list of steps to change behavior 	“You have some really great ideas about how to make some changes. We can continue to talk together as you figure out how you want to do it.”

Source: Miller WR, Rollnick S. *Motivational Interviewing: Helping People Change*. 3rd ed. New York: Guilford Press; 2012.

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