



Substance Use Disorders  
**Center of Excellence**

## MOTIVATIONAL INTERVIEWING

*An evidence-based treatment*

# Tips for inspiring real change



Motivational Interviewing encourages you to help people in a variety of service settings discover their interest in considering and making a change in their lives. This can include managing symptoms of mental illness, substance abuse and other chronic illnesses like diabetes and heart disease.

### REMIND ME

Use the back of this card to build self-awareness about your attitudes, thoughts and communication style as you conduct your work. Keep your attention centered on the people you serve, and encourage their motivation to change.

[case.edu/socialwork/ohio-sud-coe](https://case.edu/socialwork/ohio-sud-coe)



# Encouraging motivation to change

## Am I doing this right?

- Do I listen more than I talk?**
  - Or am I talking more than I listen?
- Do I keep myself sensitive and open to this person's issues, whatever they may be?**
  - Or am I talking about what I think the problem is?
- Do I invite this person to talk about and explore their own ideas for change?**
  - Or am I jumping to conclusions and possible solutions?
- Do I encourage this person to talk about their reasons for not changing?**
  - Or am I forcing their to talk only about change?
- Do I ask permission to give my feedback?**
  - Or am I presuming that my ideas are what he/she really need to hear?
- Do I reassure this person that ambivalence to change is normal?**
  - Or am I telling him/her to take action and push ahead for a solution?
- Do I help this person identify successes and challenges from their past and relate them to present change efforts?**
  - Or am I encouraging them to ignore or get stuck on old stories?
- Do I seek to understand this person?**
  - Or am I spending a lot of time trying to convince them to understand me and my ideas?
- Do I summarize for this person what I am hearing?**
  - Or am I just summarizing what I think?
- Do I value this person's opinion more than my own?**
  - Or am I giving more value to my viewpoint?
- Do I remind myself that this person is capable of making their own choices?**
  - Or am I assuming that they are not capable of making good choices?