

## Motivational Interviewing Acronyms

### MI PRINCIPLES

- Develop Discrepancy
- Express Empathy
- Roll w/ Resistance
- Support Self-Efficacy

### FUNDAMENTAL SKILLS

- Open Questions
- Affirmations
- Reflections
- Summarizations

### ELICITING CHANGE TALK

- Importance/Confidence Ruler
- Querying Extremes
- Looking Back; Looking Forward
- Evocative Questions
- Decisional Balance
- Goals/Values Exploration
- Elaboration

### CHANGE TALK

- Desire to Change
- Ability
- Reason
- Need
- Commitment
- Taking steps

### TRAPS

- Premature Focus
- Labeling
- Question/ Answer
- Confrontation-Denial
- Expert
- Blaming

### SUSTAIN TALK

- Desire for Status-Quo
- Inability to Change
- Reason for Status-Quo
- Need for Status-Quo
- Commitment to Status-Quo

### DEALING WITH RESISTANCE

- Simple Reflections
- Amplified Reflections
- Double-sided Reflections
- &
- Shifting Focus
- Coming Along Side
- Agreement w/ a Twist
- Reframing
- Emphasizing Personal Control
- Disclosing Feelings