



POSSIBLE MI TRAPS

Cheerleading Trap	Giving excessive praise or encouragement for the client/offender's thoughts and actions instead of helping them to build their motivation for change.
Blaming Trap	Practitioner needs to find who is "responsible" for the client/offender not changing or maintaining the status quo. This is usually irrelevant and distracting to progress towards change.
Expert Trap	Lecturing the client/offender about their thoughts and actions because you know better as the "expert"
Information Dump trap	Even if interested in what you have to say, clients start to glaze over when given too much information. Pace information with checking in with people frequently.
Labeling Trap	Practitioner places a label on the client/offender (i.e., alcoholic, gang member, drug addict, etc.)
Pouncing Trap	"Ah ha! I got you and look at this!" Practitioner needs to catch the client/offender in a discrepancy and point it out to them.
Premature Action Planning Trap	Getting the person to agree to do something before they are ready. This is developing a plan before building motivation for change. Usually they will consent to do it to get the counselor off their back, but often they will not succeed as they are not yet ready.
Premature Focus Trap	Entering into a conversation with one's own agenda or focusing on potential client behaviors that are not the best focus of the conversation. The practitioner does not explore enough to determine the best focus for the client and can spend the entire conversation talking about the wrong behavior.
Question-Answer Trap	Client/Offender asks questions, client provides answer in a repetitive cycle.
Righting Reflex	Practitioner feels the need to fix or tell the client/offender how to fix their problems or behaviors, to make things right, and/or to get the client/offender to face up to reality.
Taking Sides Trap	Focus on only one side of the ambivalence.

Styles that can shut down clients/offenders:

Confronting
 Persuading
 Nagging
 Interrupting

Pressuring
 Criticizing
 Directing
 Talking down to

Ordering
 Judging
 Shaming
 Scolding