

# Cheat Sheet for Motivational Interviewing



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## Motivational Interviewing Cheat Sheet

*How we choose to phrase our words in speech therapy can make a difference in motivating our clients to participate and engage in the therapy process. Motivational Interviewing is a person-centered interaction style, and evidence-based for supporting change and supporting goal-setting and motivation for therapy.*

### Key Principles of Motivational Interviewing

**Express Empathy:** By reflective listening, the SLP can help the patient feel “heard.” The principle is important through the whole process.

**Develop Discrepancy:** The SLP guides the patient to see a discrepancy between goals and current behavior. This helps lead the patient on the path to deciding about why and how to change.

**Roll With Resistance:** If the SLP hears resistance from the patient, avoid falling into a persuasive style of talking. Instead, understand that this is a necessary part of the process. Listen carefully and use empathetic statements to lead the patient to supportive problem-solving.

**Support Self-Efficacy:** This means that the SLP and the patient both believe the patient has the ability to change and follow-through with the plan.

Motivational Interviewing uses the following interaction styles (selectively) to focus the conversation upon change and help lead the patient down that road. I’ve created example statements using the techniques, for different parts of the clinical process.

✦ **Open Questions:** By phrasing a question / statement in an open-ended manner, you allow the client to take the response in the direction that is important to them.

✦ **Affirmations:** This technique allows you to recognize the client’s skills or appreciate them in a genuine way - you are highlighting strengths and facts in a way that differs from a compliment.

✦ **Reflections:** Studies have shown that we need to do more of these as speech-pathologists! These statements are important in letting a client know that you are really listening. These statements can be as simple as rephrasing what the client said, or more complex by adding meaning while rephrasing what the client said. As you start with this skill, use 1 reflection for each question you ask, and as you get better, use 2 reflections for each question you ask.

✦ **Summaries:** This technique involves consolidating a discussion. The point of summarizing what you’ve discussed is to highlight change talk, promote strengths, consolidate info and move the discussion forward.

### Key Reference:

MacFarlane, L. (2012). Motivational interviewing: Practical strategies for speech-language pathologists and audiologists. *Canadian Journal of Speech-Language Pathology and Audiology*, 36(1), 8-16.



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### Open Questions:

<u>Assessment</u>	What's most important for us to talk about today? What information would be helpful for you? What's going well at home? Describe a typical day. What's not going well? Have you noticed anything that helps? I have information about aphasia. Would it be ok if I shared that with you? I've worked with other people who have had similar challenges. Would you like to hear some things that have been helpful for them?
<u>Goal Setting</u>	What might your life look like if you were at a point that you didn't even need speech therapy? If you could pick one thing that would be better tomorrow, what would it be?
<u>Therapy</u>	Tell me more about what you're noticing.
<u>Home Program</u>	What may be a way you could practice this at home? How do you see home practice fitting in your schedule? What will you do between now and the next time we meet? What is the next step?

### Affirmations:

<u>Assessment</u>	You care so much for your spouse, and you're taking a lot of information into consideration; that can be tricky. You're in the middle of different opinions from other family members, I can respect that navigating that is not easy. Your life has changed a lot and you are keeping a positive attitude.
<u>Goal Setting</u>	It sounds like you want to make some changes with your attention at home, and you're confident that you are someone who can make changes.
<u>Therapy</u>	I see you concentrating to do this the best you can.
<u>Home Program</u>	You completed all the assignments this week. You are working really hard at the new routine at home.

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### Reflections:

Assessment	<p>You are feeling angry that therapy has been recommended by your doctor.</p> <p>You are feeling emotional about how difficult things have been at home.</p> <p>It sounds like things aren't going quite the same as normal at home, but you aren't sure if you want to spend time doing speech therapy.</p> <p>You are concerned with being able to commit to speech therapy appointments, and you're also concerned with being able to get back to managing your home and medications and finances.</p> <p>You hope that things will improve on their own, and you're also wondering if you would benefit from speech therapy.</p>
Goal Setting	<p>You are feeling frustrated about how slow progress has been.</p> <p>It sounds like you want to be doing more social outings, but don't feel confident to go out to breakfast like you used to.</p> <p>You're noticing that you've misplaced your keys or coffee mug, but it's not really bothering you.</p> <p>You aren't sure if you have goals for speech therapy, and you have noticed some big changes being able to keep social plans.</p>
Therapy	<p>You are feeling _____ about _____.</p> <p>It sounds like....</p> <p>On one hand (resistance), on the other hand (promote change).</p> <p>This task made you feel frustrated.</p> <p>You're needing to take a break.</p> <p>You need some time to process what we talked about.</p> <p>You're noticing some things that have changed.</p>
Home Program	<p>You are feeling conflicted about the different opinions your family members have expressed.</p> <p>It sounds like your family has noticed some of the word-finding problems, and it kind of hurts your feelings to realize they've noticed a change.</p> <p>You didn't do your assignment this week, you had noticed that when you don't practice things get more difficult.</p>

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### Summaries

Assessment	Summarize history and then: “What else?” You’ve experienced a lot of progress in the past month, and you are willing to keep working so that you can return to driving. You aren’t sure what goals you’ve had in earlier therapies, but ultimately you want to return home, so you may be willing to participate with the goal of getting back home.
Goal Setting	You haven’t enjoyed the speech therapy tasks you did in inpatient rehab, and you still have goals that you want to improve for how things are going at home before you return to work. You’re feeling good about the progress you’ve made, and you have just a couple small areas that are still different from your normal, such as taking care of your farm animals and getting back to your woodworking.
Therapy	Today you recognized:
Home Program	You considered ____ and started problem-solving by _____, and it worked well for you.

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