

The Four Motivational Interviewing Process to use with Patients*

ENGAGING



The process by which both parties establish a helpful connection and a working relationship

FOCUSING



The process by which you develop and maintain a specific direction in the conversation about change

EVOKING



Having the person voice arguments for change – people talk themselves into changing

PLANNING



When people's motivation reaches a threshold of readiness, the balance tips and they begin thinking and talking more about when and how to change and less about whether or why to change

* Information from Motivational Interviewing, Helping People Change, Third Edition, William R. Miller and Stephen Rollnick, 2013