

## The Four Motivational Interviewing Processes to use with Patients\*

- 1 - **Engaging** - "the process by which both parties establish a helpful connection and a working relationship"
- 2 - **Focusing** - "the process by which you develop and maintain a specific direction in the conversation about change"
- 3 - **Evoking** - "having the person voice arguments for change - people talk themselves into changing"
- 4 - **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

