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| **MI CHEAT SHEET**  **MI SPIRIT - CAPE**  Compassion – genuine concern for the wellbeing of your client  Autonomy – honoring and supporting client’s personal responsibility for change  Partnership (Collaboration) – meeting of client and professional’s hopes, sharing power and expertise  Evocation – drawing out client’s concerns, wishes, hopes, strengths, goals, values, intentions  **MI PROCESSES**  Engaging – laying the relational foundation  Focusing – steering the course of the conversation in a strategic (and collaborative manner)  Evoking – drawing out the client views, beliefs and values – what’s important and relevant  Planning – negotiating goals and plans that name the necessary actions and commitment  **MI SKILLS – OARS**  Open-ended Questions  Affirmations  Reflective Listening  Summary  **DARN-CAT –** topics that can build motivation and change talk  **D**isadvantages of not changing, DESIRE to change  **A**dvantages of changing, ABILITY to change  **R**easons for changing  **N**eed to change  **CAT - C**ommitment to change, **A**ctivation – willing, ready, prepared to change; **T**aking steps – actions to change  **Tasks Based on Patient’s Readiness**   |  |  |  | | --- | --- | --- | | **Stage of Change** | **Characteristics** | **Techniques** | | **Pre-contemplation** | Not currently considering change: "Ignorance is bliss." | Validate lack of readiness.  Clarify decision is theirs.  Encourage re-evaluation of current behavior.  Encourage self-exploration, not action.  Help personalize the importance of change. | | **Contemplation** | Ambivalent about change: "Sitting on the fence";  Not considering change in the immediate future | Validate lack of readiness.  Clarify: decision is theirs.  Explore DARN-CAT re: behavior change.  Identify and promote new, positive outcome expectations. | | **Preparation** | Some experience with change and are trying to change: "Testing the waters."  Planning to act within 1 month. | Identify and assist in problem solving barriers.  Help patient identify social support.  Verify that patient has underlying skills for behavior change.  Encourage small initial steps. | | **Action** | Practicing new behavior for 3-6 months. | Focus on restructuring cues and social support.  Bolster self-efficacy for dealing with obstacles.  Combat feelings of loss and reiterate long-term benefits. | | **Maintenance** | Continued commitment to sustaining new behavior  Post-6 months to 5 years. | Plan for follow-up support  Reinforce internal rewards.  Discuss coping with relapse. | |  |