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| **MI CHEAT SHEET****MI SPIRIT - CAPE**Compassion – genuine concern for the wellbeing of your clientAutonomy – honoring and supporting client’s personal responsibility for changePartnership (Collaboration) – meeting of client and professional’s hopes, sharing power and expertiseEvocation – drawing out client’s concerns, wishes, hopes, strengths, goals, values, intentions**MI PROCESSES**Engaging – laying the relational foundationFocusing – 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 relevantPlanning – negotiating goals and plans that name the necessary actions and commitment**MI SKILLS – OARS**Open-ended QuestionsAffirmationsReflective ListeningSummary**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**

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| **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.  |

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