**Motivational Interviewing Skills**

**Examples of Open-Ended Questions**

* *“Tell me what you like about your* [insert risky/problem behavior]*.”*
* *“What’s happened since we last met?”*
* *“What makes you think it might be time for a change?”*
* *“What brought you here today?”*
* *“What happens when you behave that way?”*
* *“How were you able to not use* [insert substance] *for* [insert time frame]*?”*
* *“Tell me more about when this first began.”*
* *“What’s different for you this time?”*
* *“What was that like for you?”*
* *“What’s different about quitting this time?”*

**Examples of Reflective Listening (generic)**

* *“It sounds like....”*
* *“What I hear you saying...”*
* *“So on the one hand it sounds like .... And, yet on the other hand....”*
* *“It seems as if....”*
* *“I get the sense that....”*
* *“It feels as though....”*

**Examples of Reflective Listening (specific)**

* *“It sounds like you recently became concerned about your* [insert risky/problem behavior]*.”*
* *“It sounds like your* [insert risky/problem behavior] *has been one way for you to* [insert  whatever advantage they receive]*.”*
* *“I get the sense that you are wanting to change, and you have concerns about* [insert topic or behavior]*.”*
* *“What I hear you saying is that your* [insert risky/problem behavior] *is really not much of a problem right now. What you do think it might take for you to change in the future?”*
* *“I get the feeling there is a lot of pressure on you to change, and you are not sure you can do it because of difficulties you had when you tried in the past.”*

**Example of Affirmative Statements**

* *“Your commitment really shows by* [insert a reflection about what the client is doing]*.”*
* *“You showed a lot of* [insert what best describes the client’s behavior—strength, courage,  determination] *by doing that.”*
* *“It’s clear that you’re really trying to change your* [insert risky/problem behavior]*.”*
* *“By the way you handled that situation, you showed a lot of* [insert what best describes the  client’s’ behavior—strength, courage, determination]*.”*
* *“With all the obstacles you have right now, it’s* [insert what best describes the client’s behavior—impressive, amazing] *that you’ve been able to refrain from engaging in* [insert risky/problem behavior]*.”*
* *“In spite of what happened last week, your coming back today reflects that you’re concerned about changing your* [insert risky/problem behavior]*.”*

**Examples of Summaries**:

* *“It sounds like you are concerned about your cocaine use because it is costing you a lot of money and there is a chance you could end up in jail. You also said quitting will probably mean not associating with your friends any more. That doesn’t sound like an easy choice.”*
* *“Over the past three months you have been talking about stopping using* crack*, and it seems that just recently you have started to recognize that the less good things are outweighing the good things. That, coupled with your girlfriend leaving you because you continued to use crack makes it easy to understand why you are now committed to not using crack anymore.”*