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**Engaging Families Using Motivational Interviewing Strategies & Principles**

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**Persuasion Checklist** (make a tally mark for each time the persuader does the task):

	<b>Persuader 1</b>	<b>Persuader 2</b>
<b>Told why to make change</b>		
<b>Told benefits of change</b>		
<b>Told how to make the change</b>		
<b>Told importance of making change (including risks of not)</b>		
<b>Told to do it</b>		

**How did the person considering a change feel? Did this move them toward or away from change? Did s/he want to talk with this person about this again?**

**A Taste of Motivational Interviewing Coding** (mark each step's completion):

	<b>Listener 1</b>	<b>Listener 2</b>
<b>Asked why they want change</b>		
<b>Asked how they would proceed if they decided to make change</b>		
<b>Asked 3 best reasons to make change</b>		
<b>Asked importance of change (on 0-10 scale)</b>		
<b>Asked why a that number instead of 0.</b>		
<b>Summary</b>		
<b>Asked what they think they'll do?</b>		

**How did the person considering change feel? Did this move them toward or away from change? Do you want to talk about this with this person again?**



## Using Motivational Interviewing

### Motivational Interviewing Techniques - OARS:

**O**pen Ended Questions (but no more than 2 in a row)

**A**ffirm (supporting, encouraging, recognizing client's difficulties)

**R**eflective Listening (there are lots of kinds, common ones are:

simple: rephrasing what you heard;

double-sided: both sides of what the client is saying;

affective: identify the feeling

**S**ummaries: Pull together comments made, link topics, highlight talk about change and motivation to change

**OARS TRACKING** (use a tally mark each time you hear the technique being used):

	Helper 1	Helper 2
OPEN QUESTION		
AFFIRMATION		
REFLECTION		
SUMMARY		
<b>OTHERs:</b> Closed question- Opinion/Advice- Provide info/Teach- Other-		

**How did the person considering change feel? Did this move them toward or away from change? Do you want to talk about this with this person again?**