

Motivational Interviewing (MI) and the Four Processes

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Definitions of Motivational Interviewing

Public Definition: A collaborative conversation style to strengthen a person's own motivation and commitment to change.

Professional Definition: A person-centered counseling style for addressing the common problem of ambivalence about change.

Scientific Definition: A collaborative, goal-oriented style of communication with particular attention to the language of change. It is designed to strengthen personal motivation for and commitment to a specific goal by eliciting and exploring the person's own reasons for change within an atmosphere of acceptance and compassion.

The Four Processes of Motivational Interviewing

The four processes occur throughout an interaction and may be revisited at any time. Not every interaction ends with a plan. The four processes can be pictured as circles within circles because they are often revisited during an interaction or during a helping relationship.

Engaging: The process of building and supporting a relationship where trust and respect go both ways.

Focusing: The ongoing process of choosing and keeping a specific direction.

Evoking: Bringing out another's strengths, knowledge and ideas about the situation and themselves. This can include encouraging to explore.

Planning: Being with someone while they form specific actions to take.



Definitions of Motivational Interviewing and the Four Processes adapted from Miller W, Rollnick S. *Motivational Interviewing: Helping people change*. 3rd ed. New York:Guilford Press; 2012.



References

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Amrhein PC, Miller WR, Yahne CE, Palmer M, Fulcher L. Client commitment language during motivational interviewing predicts drug use outcomes. *J Consult Clin Psychol.* 2003;71:862-878.

Miller W, Rollnick S. *Motivational Interviewing: Helping people change.* 3rd ed. New York: Guilford Press; 2012.

Additional Resources:

Clifford D, Curtis L. *Motivational Interviewing in Nutrition and Fitness.* New York: Guilford Press, 2015.

Motivational Interviewing Network of Trainers, www.motivationalinterviewing.org

Rollnick S, Miller W, Butler C. *Motivational Interviewing in Health Care.* New York: Guilford Press, 2008.

Rosengren D. *Building Motivational Interviewing Skills: A practitioner workbook.* New York: Guilford Press, 2009.

Steinberg M, Miller W. *Motivational Interviewing in Diabetes Care.* New York: Guilford Press, 2015.

