

## The Spirit of Motivational Interviewing

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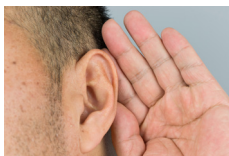
**Compassion:** Caring about what is important to another person and feeling moved to help.



**Acceptance:** Respecting another person and their right to change or not change



**Partnership:** Working together with another person and recognizing them as equal.



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



## A Range of Styles\*

Directing



teach  
assess  
prescribe  
lead

Guiding



draw out  
encourage  
motivate

Following



listen  
understand  
go along with

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

