

Key Motivational Interviewing Points

- ✓ Four key processes in MI are engaging, focusing, evoking, and planning.
- ✓ *Engaging* is the process of establishing a helpful connection and working relationship.
- ✓ *Focusing* is the process by which you develop and maintain a specific direction in the conversation about change.
- ✓ The process *evoking* involves eliciting the person's own motivations for change and lies at the heart of MI.
- ✓ The *planning* process encompasses both developing commitment to change and formulating a concrete plan of action.
- ✓ Five key communication skills used throughout MI are asking open questions, affirming, reflecting, summarizing, and providing information and advice with permission.