Motivational interviewing is a form of counseling which uses a conversational style that helps draw out a patient's own motivation for change. It recognizes that making changes is hard and calls us to respect the autonomy of the patient and their ability to make their own decisions.

MOTIVATIONAL INTERVIEWING

RESIST telling them what to do: Avoid telling, directing, or convincing about the right path. When encountering resistance or hearing a tell-tale "yes, but", rather than arguing for change, it is best to roll with the resistance, and ask a question to try to understand where the patient is coming from. **UNDERSTAND** their motivations: Ask open-ended questions about what is important to them--their reasons for wanting to make a change, for wanting to stay the same, and why making a change is hard. Seek to understand their values, needs, abilities, and potential barriers to changing behaviors. LISTEN with empathy: When we listen to their responses, we might better understand our patients. We can compassionately convey that understanding with simple reflections, repeating back what we hear. **EMPOWER** them: Work with your patient to set achievable goals and problem solve around barriers. Help build the patient's self confidence that they can make the desired change by pointing out strengths or past successes.