

Cheat Sheet for Motivational Interviewing

1. First session: Introduce yourself and ask the client the reason they want to work with you.
Ask them about their ultimate goal
Ask them why they want to make the change(s)
Assess their readiness to change (either formally (there are some readiness to change tools) or through discussion)).
Depending on their experience and knowledge level related to the change they want to make, you may need to provide some nutrition education, or give them some educational materials.
Ask them if they have any questions about nutrition/exercise/whatever issue they are coming in to resolve
Discuss previous attempts, if any, to make changes and ask them why they felt they weren't able to make the changes, or make the changes permanent
Discuss past successes in change related to this change or another change they have made – reinforce that this indicates that they can be successful at change
Consider talking about stages of change and what stage they are in
Ask them on a scale of 1-10 how important they consider this change to be
Ask them on a scale of 1-10 how confident they are that they can make the change
Have the client come up with a change goal
Have them come up with potential barriers that may come up and how they would deal with them (you can brainstorm here, but avoid instructing or giving too much advice)
Have them come up with things they can do to ensure success
Close the session thanking them for coming, nice to meet you, yada yada, and tell them how much you respect them for valuing their health enough to work on making changes
2. Follow-up sessions:
Ask if they had a good week, or some general ice breaking statement.
Remind them what you discussed the previous session and the goals they made.
Ask if they have any questions for you, but remember to refocus on having them problem solve.
Ask them how successful they were in making the change they agreed to the previous week. If they were unsuccessful, be encouraging, and reinforce that you know it can be difficult to change behavior, it can take time to develop new habits, and that you are there to support them to achieve their goals. (Empathize) Ask them why they thought they were not successful, and have them problem-solve to overcome the barriers they came up against. Note: It could be that the goal was not appropriate – they were not ready, hadn't gotten through the preparation stage, etc.
If they were successful, ask them why they think they were so successful. This sets the stage for success for future changes. If they say the reason they were successful was your brilliant nutrition counseling (lol), thank them, but reinforce that they were the one doing the work.
Ask them what they want to accomplish in this session, and if they have any questions of you.
Have them come up with a new goal (the goal could be to continue to work on the previous goal).

Have them come up with potential barriers that may come up and how they would deal with them (you can brainstorm here, but avoid instructing or giving too much advice)

Have them come up with things they can do to ensure success

Close with a reinforcing statement – appreciating their follow-through with coming back.

Remember:

Open-ended Questions

- *“What possible long-term consequences of CKD Stage 5 concern you the most?”*

Affirmation

- *“Thanks for coming to your treatment on time today.”*

Reflective Listening (paraphrasing)

- *“So what you are saying is...”*

Summaries

- Reinforce discussion

“Some of the things we talked about today include

Also – don’t forget appropriate empathy and letting the client decide what to work on!