1. Using overall spirit of MI
2. Applying OARS in conversations
3. Recognizing change talk and sustain talk
4. Eliciting and strengthening change talk
5. Rolling with resistance (Discord)
6. Developing a change plan
7. Consolidating commitment
8. Transition and blending
MI is a particular kind of conversation about change (counseling, therapy, consultation, method of communication)

MI is collaborative (person-centered, partnership, honors autonomy, not expert-recipient)

MI is evocative, seeks to call forth the person’s own motivation and commitment
Four Processes...Another Look

- **ENGAGE...INVITATION**  Shall we...?
- **FOCUS...the conversation**  Where shall we go?
- **EVOKE...Why is this on the agenda?**
- **PLAN...How shall we get there?**