

Key Counseling Phrases- Motivational Interviewing

Establish rapport

- How can I help you today?
- What would you like to accomplish in our time together?
- How are you feeling about today's session?
- What would you like to talk about today? Tell me what's important to you.
- Where do you want to start?
- What kind of progress have you made on your goals? What made your plan effective?
- What are some of the changes you've made since we last talked?
- I have your Health Assessment results. If it's ok, I'd like to point out a value that is out of range. What if any do you want to discuss?
- What makes you smile?
- Let's try to get you back to what's important to you.

Importance

- On a scale of 1 to 10, how important do you feel it would be to.....?
- On a scale of 1 to 10, how would you rate your current eating/exercise habits?
- Why not a lower number?
- What would it take to move from a 4 to 5 in relation to your eating behavior/exercise minutes?
- What do you do to remind yourself to....?
- How well is your current plan helping you control your weight and improve your health?
- What does taking good care of your heart mean to you?
- What is this all for?
- How committed are you to this?
- What is your level of desire for...?
- What are you using your medicine for?

Barriers

- How do you feel about changing your diet? Or becoming more active?
- Is there anything you would like to try?
- Discuss emotions- giving up favorite foods; stress of making changes
- If drinking water is challenging some days, which if any foods can you eat during the day can you eat during the day that have high water content?
- What would it take for you to....?
- What kind of response are you getting from others/family?
- What worries you about.....?
- What can be challenging about it?
- What would you change for?
- Where are you today in terms of.....?
- What suggestions do you have to overcome these barriers?
- Your last A1c was 9.2%. What does that mean to you?

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- What is it about your daily life that makes self-care difficult?
- Suppose that you did decide to _____. What might be some of the benefits?
- How do you assess your ability to.....?
- If your medicine is going to work best, what needs to be done?

Reflections

- You sound like you have lots going on. How does this affect your exercise plans?
- It seems like you are frustrated about being on so many diets.
- So, you want to _____, but you don't feel confident about it.
- What would be the first step for you?
- You called for your health coaching. We spoke 3 months ago. We talked about a few things last time. And you remember what those things are.
- I get what your life is like based on what you're telling me.

Motivation to change

- How or what things would be different if you lost weight?
- Do you see any way you could improve your current eating habits?
- Is there anything you would like to try?
- What do you make of all this now?

Confidence

- What would make you feel more successful?
- What would make you feel more confident about making this change?
- How can I help you.....?
- You have a choice. What can you do today?

Summary

- Let's review the things we've discussed/what you are going to do.
- What do you think about your plan?