

Opening Strategies

- 1. Ask Open Questions
- 2. Listen Reflectively
- 3. Affirm – Compliments or statements of appreciation
- 4. Summarization –used to link together and reinforce material
- 5. Eliciting Self- Motivating Statements
 - Recognizing disadvantages of the status quo (problem recognition)
 - Recognizing advantages of change
 - Expressing optimism about change
 - Expressing intention to change

Motivation Enhancement Therapy

- Five Basic Principles of MET
 - Express Empathy
 - Develop Discrepancy
 - Avoid Argumentation
 - Roll with Resistance
 - Arguing
 - Interrupting
 - Denying
 - Ignoring
 - Support Self-efficacy