



Motivational Interviewing: Conversation Structure and Sample Questions

Stage	Description	Examples
Ask	<ul style="list-style-type: none">• Ask about the patient's perception of why they are here,• Ask about the habit and the patient's perception of it.• Find out the persons feelings about the habit	<p><u>Why are they there?</u></p> <ul style="list-style-type: none">• Could you explain to me why you have come today?• What would you like to get out of our conversation today?• Before you came today, did you have any specific ideas about what might come out of our meeting? <p><u>When discussing a specific habit:</u></p> <ul style="list-style-type: none">• How do you feel about ...X?• What is good about the habit?• What is bad about the habit?
Advise	<ul style="list-style-type: none">• Add in some more info as appropriate, based around what they have said• Pull out contradictions, based on their own views – taking their own advice of why to change	<ul style="list-style-type: none">• You mentioned that alcohol makes you feel relaxed, but the cost of it adds to your stress. What do you think about that?• You mentioned that meeting new people scares you, but that currently you feel very lonely. What do you make of that?
Assist	<ul style="list-style-type: none">• Elicit ways for them to change the behaviour	<ul style="list-style-type: none">• How important is it to you to change? (1-10)• How confident are you? (1-10)• How ready are you? (1-10)• Why would you choose this number, not a lower one?• What could make the number higher?• Can you think of a time when X was better? What was different then? What could help you get back to how things were then?
Arrange	<ul style="list-style-type: none">• Get them to strategize themselves, then add in your own to complement	<ul style="list-style-type: none">• How will you do it?• What will you do next?• Is there any additional information/help you will need from me to achieve x?• I have a leaflet about X, would you like me to leave it with you? (not an open question but helpful to introduce a leaflet)