The Spirit of Motivational Interviewing

**Compassion:** Actively promoting the other’s welfare and giving priority to the other’s needs.

**Acceptance:** Respect for the person and their right to change or not change.

**Partnership:** Active collaboration between experts.

**Evocation:** Calling forth the other’s strengths and resources for change.

A Range of STYLES

- **Directing**
  - teach
  - assess
  - prescribe
  - lead

- **Guiding**
  - draw out
  - encourage
  - motivate

- **Following**
  - listen
  - understand
  - go along with

Based on an idea from Steve Rollnick