

# USING MOTIVATIONAL INTERVIEWING

## TO DRIVE SMOKING CESSATION CONVERSATIONS



One method providers can use to have more successful quitting conversations is **MOTIVATIONAL INTERVIEWING**.

It's a collaborative, patient-focused conversation style for strengthening a person's own motivation and confidence about making behavioral changes, such as quitting smoking.<sup>1</sup>

The aim of **MOTIVATIONAL INTERVIEWING** is to help the **HEALTH CARE PROVIDER** be a guide for the patient as they explore why and how they might make a change in their health-related behaviors.

We approach motivational interviewing in four phases: **ENGAGING, FOCUSING, EVOKING, AND PLANNING**.<sup>1</sup>



### **ENGAGING:**

The process by which both parties establish a helpful connection and a working relationship.



### **FOCUSING:**

Try to direct the conversation toward change. Ask yourself: does the conversation feel more like you're dancing or wrestling with your patient?



### **EVOKING:**

Eliciting the patient's own motivations for change. The goal is to have the patient say, in their own words, that quitting smoking might be beneficial to them.



### **PLANNING:**

This final stage involves both committing to change and creating a specific plan of action.

When applying motivational interviewing skills in patient communication, use the following mnemonic<sup>1</sup>:

# OARS

**O**PEN QUESTIONS  
**A**FFIRMING  
**R**EFLECTING  
**S**UMMARIZING



## **OPEN QUESTIONS**

are those that invite a person to think a bit before responding — they elicit more than one word.



## **AFFIRMING**

is accentuating the positives.



## **REFLECTING**

goes hand in hand with asking open questions. It's a way to state your understanding of the patient's meaning while clarifying or modifying what you think they are saying.



## **SUMMARIZING**

is essentially pulling together a set of reflections based on what a person has been saying, and offering it back to them.

Keep in mind, these are skills that need practice because they are not part of everyday conversation.

### References:

1. Miller and Rollnick Motivational Interviewing Third Edition