

Motivational Interviewing for Brief Intervention Settings

ELICIT – PROVIDE – ELICIT

Elicit – ASK what the patient knows or would like to know or if it's okay if you offer them information:

“What do you know about...”

“Do you mind if I express my concerns?”

“Can I share some information with you?”

“Is it okay with you if I tell you what we know?”

Provide – Information in a neutral, nonjudgmental fashion.

Avoid “I...” and “You...”

“Research suggests...”

“Studies have shown...”

“Others have benefited from...”

“Folks have found...”

“What we know is...”

Elicit – The patient's interpretation

“What does this mean to you?”

“How can I help?”

“Where does this leave you?”

Tips for Using Elicit-Provide-Elicit

- Use Neutral Language as much as possible
“Folks have found...” “What we know is...” “Others have benefited from...”
- Avoid sentences starting with “I” or “You”
- Use Conditional words rather than concrete words
“might” “perhaps” “consider” vs. “should” “must”
- Utilize the “Spirit” of MI
- When “instructing” is necessary, recognize “where” your patient is and only provide **relevant** advice/information.

ELICIT – PROVIDE – ELICIT

Elicit – ASK what the patient knows or would like to know or if it's okay if you offer them information:

“What do you know about the effects of second-hand smoke on children?”

“Is it okay with you if I share what we know?”

“Would you be open to learning more?”

“Do you mind if I express my concerns?”

“Can I share some information with you?”

Provide – Information in a neutral, nonjudgmental fashion.

“Research suggests that second-hand smoke is especially harmful to children because...” vs. *“Every time you smoke around your child, you put them at risk....”*

Elicit – The patient's interpretation

“What does this mean to you? How can I help?” vs. *“It's obvious from this information that you need to quit.”*

EXAMPLES:

CASE 1 – Candidate for surgery who smokes

ELICIT:

“What do you know about how smoking affects the healing process after surgery?”

Vs.

“If I performed surgery on you, I’d be afraid your wound would never heal because of your smoking.”

PROVIDE:

“What we know is that the tobacco can impair the wound after surgery leaving folks vulnerable to infections.”

ELICIT:

“Tell me what your thoughts are about that.”

Vs.

“It’s obvious from this information that you need to quit.”

CASE 2 – Pregnant woman who smokes

ELICIT:

“Is it okay with you if I share some concerns?”

PROVIDE:

“Research suggests that smoking can be harmful to the fetus...What we know is the carbon monoxide...”

Vs.

“Everytime you inhale, you are harming your baby.”

ELICIT:

“Where does this leave you now?” or “What does this mean to you?” “How can I help?”