

Strategies for Resistance

Listen for and Reflect Change Talk

- **Desire:** Statements about preference for change.
 - "I want to..."
 - "I would like to..."
 - "I wish..."
- **Ability:** Statements about ability.
 - "I could..."
 - "I can..."
 - "I might be able to..."
- **Reasons:** Specific arguments for change.
 - "I would probably feel better if..."
 - "That would give me more energy to..."
 - "This keeps me from..."
- **Need:** Statements about feeling obliged.
 - "I ought to..."
 - "I really should..."
 - "I have to..."
- **Commitment:** Statements about likely change.
 - "I will..."
 - "I am going to..."
- **Taking Steps:** Statements about action taken.
 - "I actually went out and..."
 - "This week I started..."
 - "I am now doing..."

Elicit/Provide/Elicit

- **Elicit** what client already knows and wants to know
- **Provide** information in neutral manner
- **Elicit** client's response to, interpretation of the information

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Adapted from Motivational Interviewing in Health Care, Rollnick, Miller and Butler, 2008.