



## CHANGE-PLAN WORKSHEET

Changes I want to make:

How important is it to me to make these changes? (1-10 scale)

How confident am I that I can make these changes? (1-10 scale)

The most important reasons I want to make these changes are:

The steps I plan to take in changing are:

How other people can help me (person; kind of help):

I will know my plan is working when:

Some things that could interfere with my plan are:

### A Difficult Client

We all have difficult clients. These individuals put us through our paces and may leave us feeling uneasy about our work or even dreading our next encounter. Consider your work situation and think about who that person might be.

Now consider three questions about this person.

1. Where are you now in your work with him/her?
2. Where would you like to be?
3. What is getting in the way of that happening?

Now imagine you are this client. Really put yourself in this person's skin.

1. Where are you now in your work with the practitioner?
2. Where would you like to be?
3. What's getting in the way of that happening?

After reviewing both sets of questions, think about the 3 areas of Motivational Interviewing "Spirit," Collaboration, Autonomy and Evocation.

Then rate where this falls on these 3 dimensions.

Collaboration

We are working  
against each other.

(Wrestling)

1.....2.....3.....

We are working  
In partnership.

(dancing)

4.....5.....6.....7

We are in the room  
but not much is  
happening. (standing)

Autonomy

I struggle with the clients  
choices and/or press the  
client to change.

(directing)

1.....2.....3.....

I recognize and honor  
clients choices, including  
no change.

(guiding)

4.....5.....6.....7

I seem indifferent to  
clients wishes or  
choices.

(observing)

Evocation

I am presenting the  
reasons for change.

(advocating)

1.....2.....3.....

I am drawing out the clients  
view on change.

(interviewing)

4.....5.....6.....7

I just let the session  
go wherever it will.

(following)

What if anything, do these ratings tell you might need to happen for the relationship to change?

What might you do differently to make that happen?

If you were to try one new approach with this client what would it be?

• **Motivational Interviewing Self-Rating QUIZ**

- My **knowledge** of MI – 0..1..2..3..4..5..6..7..8..9..10

- What I know about MI

is \_\_\_\_\_

- My **expertise** in using MI – 0..1..2..3..4..5..6..7..8..9..10

- My **confidence** in using MI –

0..1..2..3..4..5..6..7..8..9..10

- My **competence** in using MI-

0..1..2..3..4..5..6..7..8..9..10

- What are the three elements of the “Spirit of MI?”

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

- What are the 5 principles of MI?

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_ 5. \_\_\_\_\_

- What would I like to learn

today? \_\_\_\_\_

- Examples of using MI which did not spur

change \_\_\_\_\_

- Examples of using MI which assisted the client with

making

changes \_\_\_\_\_

- Why agencies encourage using

MI? \_\_\_\_\_