

## Motivational Interviewing (MI)

Help participants move toward change using these steps.

### Engaging

First impressions are strong and difficult to reverse. The participant's state of mind, the WIC Counselor's emotional state and the WIC clinic environment can influence the engagement. Engaging is an essential step; without a relationship the participant may not return for follow up.

- Begin every relationship with a period of engagement.
- Establish a mutually trusting and respectful helping relationship.

### Focusing

The participant, the setting, or the expertise of the WIC Counselor may influence the focus of the journey. WIC Counselors need to guide participants through the focusing process to help determine the path.

- Develop and maintain a specific direction in the conversation.
- Clarify points in the conversation about change and discuss possible goals as they emerge.

### Evoking

The evoking process helps participants sort out if, why and when they want to change. WIC Counselors can recognize change talk and respond when they hear it. Participants can be afraid to commit to making changes unless they feel change is possible. Hope is essential to making positive changes.

- Allow the participant the opportunity to voice why he or she wants to change/doesn't want to change specific behavior(s).
- Harness the participant's ideas and emotions.

### Planning

The planning process builds on the three prior steps. Participants enter the planning phase when they show signs of readiness. The WIC Counselor should not begin planning if the participant is not ready.

- Develop a commitment to change.
- Formulate a plan of action for change.

Glossary of MI Terms: [www.guilford.com/add/miller2/glossary.pdf](http://www.guilford.com/add/miller2/glossary.pdf)

Reference: Motivational Interviewing, Third Edition, by William R. Miller & Stephen Rollnick. Copyright 2013 by The Guilford Press.