

Motivational interviewing

General



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CREATE AN ALLIANCE - LISTEN - RESPECT

- ▶ Is it ok that we talk about...?

INFORMATION EXCHANGE

- ▶ What do you know about...?
- ▶ May I tell you what I know about...?
- ▶ How do you look at this ...? Is there something for you?

0-10 SCALE QUESTIONS

- ▶ How important is it to you, on a scale of 0-10?

0 ————— 10

- ▶ How sure are you doing it if you really decide, on a scale of 0-10?

0 ————— 10

- ▶ How prepared are you to do it, on a scale of 0-10?

0 ————— 10

Follow-up question: What is it that makes you not say 0 or 1?

(If person says e.g. 4)?

Follow-up question: What makes you say a higher figure, e.g. 8 or 9?

(If person says e.g. 6)?

HOW READY IS THE PERSON TO CHANGE?

Not prepared:

Awaken interest,
give information

Uncertain/hesitant:

Explore the ambivalence

Prepared:

Support action

TOOLS to capture change talk

CONFIRM

- ▶ You have really strained you ...
- ▶ You are stubborn when needed.

OPEN QUESTIONS (avoid WHY ...)

- ▶ How do you look at ...?
- ▶ How are you thinking...?
- ▶ What do you know about...?
- ▶ What is bad/good with ...?
- ▶ How...?

REFLECTIONS (Repeat/Rephrase)

- ▶ So, you both want and don't want to...
- ▶ You are thinking/feeling/wondering...

SUM UP

- ▶ Summarize and ask if you understood correctly.

STIMULATE TO A COMMITMENT

- ▶ What/how are you going to do now?

LISTEN - CONFIRM - LET THE PERSON CHOOSE