**Motivational Interviewing**

“Motivational Interviewing is a collaborative, **patient centered** form of guiding to **elicit** and strengthen the **motivation** to change.”1

**Ambivalence**

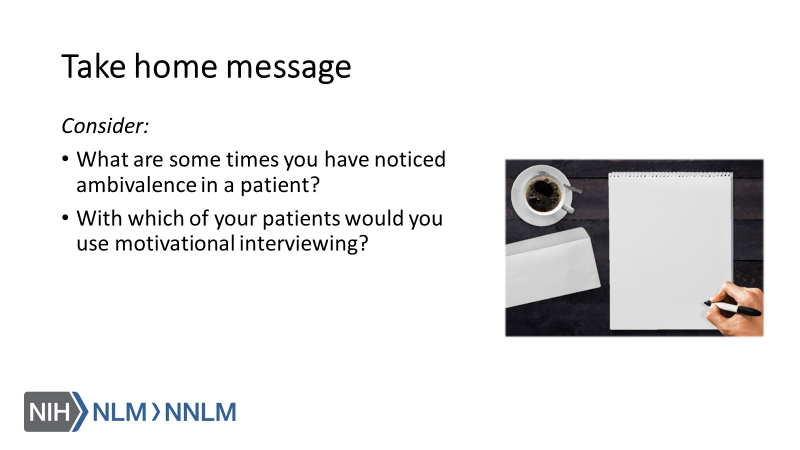
Ambivalence is a central concept to motivational interviewing2,8. This is when a person has **positive** and **negative** feelings about change5 and isn’t sure which choice to make9.

Motivational interviewing can help someone **work through** ambivalence2,8.

**The Spirit of Motivational Interviewing**

The spirit of Motivational interviewing can be outlined with four concepts5:

* 1. **Partnership**
  2. **Acceptance**
  3. **Compassion**
  4. **Evocation**



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