


## Motivational Interviewing: ROAS with MI Process

CHANGE TARGET: Improve mental health; I want to feel less stressed.

|  |  |
|--|--|
| <p><b>PARTICIPANT STATEMENT</b></p>  | <p><i>I know that getting more sleep can help my stress, but I go all day long with work &amp; family. I need down time, me time; which usually means getting sucked into some true crime show &amp; staying up too late.</i></p>  |
| <p><b>SUSTAIN TALK</b><br/>Reasons to stay the same/not do anything different or Problems with change</p>  | <ol style="list-style-type: none"> <li>1. I go all day long with work &amp; family</li> <li>2. I need down time</li> <li>3. I need me time</li> <li>4. I get sucked into true crime show &amp; stay up too late</li> <li>5. (Don't have the capacity to add anything to my day)</li> <li>6. (Could use help around the house; feels in charge of most things)</li> </ol> |
| <p><b>CHANGE TALK</b><br/>Reasons to change, Problems with staying the same or Values/Beliefs/Ways of Life</p> <p><b>Preparatory Change Talk</b><br/>Desire (want)<br/>Ability (can)<br/>Reasons (benefits)<br/>Needs (must)</p> <p><b>Mobilizing Change Talk</b><br/>Commitment (will)<br/>Activation (movement)<br/>Taking Steps (actions)</p> | <ol style="list-style-type: none"> <li>1. I know that getting more sleep can help my stress</li> <li>2. I need down time</li> <li>3. I need me time</li> <li>4. I want to feel better mentally; to feel happier</li> <li>5. I want to enjoy my family</li> <li>6. (Want more energy/capacity)</li> <li>7. (Afraid of things getting worse; more depression)</li> </ol>   |



## Motivational Interviewing: ROAS with MI Process

|    | The BEST Response <i>Leans toward UNDERSTANDING, COMPASSION, VALUES, BENEFITS, GOAL/CHANGE</i>   |   |   |   |   |
|---|--|---|---|---|---|
|   | ENGAGE<br>(Who/Understand)   | FOCUS<br>(What)   | EVOKE<br>(Why)  | PLAN<br>(How)<br><i>*see Plan Outline</i>   | MAINTAIN<br>(Keep It Up)  |
| <p><b>REFLECTION</b><br/>(Hypothesize from ? to Statement, <i>You mean ...</i>)</p> <ol style="list-style-type: none"> <li>Simple (quote or paraphrase)</li> <li>Affect (emotion, feeling)</li> <li>Meaning/Continue the Paragraph</li> <li>Metaphor</li> <li><b>Double-sided: Sustain Talk, Change Talk</b></li> </ol> | <p><b>Curious, compassionate statements that demonstrate understanding of WHO the person &amp;/or situation is</b></p> <ul style="list-style-type: none"> <li><i>You're doing the best you can.</i></li> <li><i>Knowing what to do &amp; doing it are 2 different things.</i></li> </ul> | <p><b>Statements that identify or emphasize WHAT is to be talked about or worked on</b></p> <ul style="list-style-type: none"> <li><i>You know that getting good sleep helps your mental health.</i></li> <li><i>You think you'd have more capacity if you were less stressed.</i></li> </ul> | <p><b>Statements that identify or emphasize WHY the change is difficult, &amp; the values of the individual &amp; change</b></p> <ul style="list-style-type: none"> <li><i>You want to feel happier.</i></li> <li><i>You don't want to feel so down &amp; disengaged; you want to enjoy your family.</i></li> </ul> | <p><b>Statements that identify or emphasize HOW steps will be made toward change/success</b></p> <ul style="list-style-type: none"> <li><i>You're trying to figure out how to get consistent, good sleep.</i></li> <li><i>You are figuring out how to feel better mentally &amp; trying to get decent sleep.</i></li> </ul> | <p><b>Statements that identify how the change will be CONTINUED</b></p> <ul style="list-style-type: none"> <li><i>You are determined to keep healthy mental health.</i></li> <li><i>You are committed to getting consistent, good sleep because it helps your mental health.</i></li> </ul> |

## Motivational Interviewing: ROAS with MI Process

|   | <b>ENGAGE</b><br>(Who/Understand)  | <b>FOCUS</b><br>(What)  | <b>EVOKE</b><br>(Why)  | <b>PLAN</b><br>(How)<br><i>*see Plan Outline</i>  | <b>MAINTAIN</b><br>(Keep It Up)   |
|---|--|---|--|---|---|
| <b>OPEN-ENDED QUESTION</b><br>What? How?<br>Answer is not “yes” or “no” | What should I know about WHO you are? How has this been affecting you? <ul style="list-style-type: none"> <li>• <i>Which true crime shows do you like?</i></li> <li>• <i>How much sleep do you need to feel rested?</i></li> </ul> | How can I help? WHAT should we talk about or work on? <ul style="list-style-type: none"> <li>• <i>What else might help your mental health?</i></li> <li>• <i>What do you mean when you say you want to be “less stressed”?</i></li> </ul> | WHY do you want to do this? What’s the hardest part about this? What are the benefits in making things better? <ul style="list-style-type: none"> <li>• <i>How does consistent, good sleep help your mental health?</i></li> <li>• <i>What are some benefits of improving your mental health?</i></li> </ul> | HOW are you going to deal with that? Where should we go from here? <ul style="list-style-type: none"> <li>• <i>How many nights do you get good sleep?</i></li> <li>• <i>How might you get yourself to go to bed earlier?</i></li> </ul> | What short- & long-term obstacles do you anticipate? How will you CONTINUE to do this? <ul style="list-style-type: none"> <li>• <i>Now that you feel pretty good mentally, happier, what are some things that might get in the way? How will manage them?</i></li> <li>• <i>How will you get yourself to take your meds when you start thinking that you’re fine without them?</i></li> </ul> |
| <b>AFFIRMATION</b><br>Values, Strengths, Efforts, etc.                  | <i>You really understand your struggles &amp; what you want.</i>   | <i>You are insightful; you really know yourself.</i>  | <i>You are dedicated to your family &amp; exploring ways you can be healthier to enjoy them more.</i>  | <i>Even when it’s difficult, you are determined to keep trying.</i>   | <i>You haven’t given up &amp; don’t plan to. You are going to persevere &amp; stay mentally healthy!</i>  |



## Motivational Interviewing: ROAS with MI Process

|   | <b>ENGAGE</b><br>(Who/Understand)  | <b>FOCUS</b><br>(What)  | <b>EVOKE</b><br>(Why)  | <b>PLAN</b><br>(How)<br><i>*see Plan Outline</i>   | <b>MAINTAIN</b><br>(Keep It Up)   |
|---|--|---|--|--|---|
| <b>SUMMARY</b><br>Statement to begin pulling things together<br>+<br>Reason to stay the same/Problem with change/Obstacle/Negativity (Sustain Talk)<br>+<br>Reason to change/Problem with staying the same/Value/Desire/Reason/Need (Change Talk)<br>+<br>(A) TRANSITION: Ask, Question or Statement to Focus on Next (Focus)<br>(B) CHECK-IN or<br>(C) CLOSING: Affirm/Coach/Cheer | You need me time after giving so much of yourself every day.<br>+<br>You want the me-time to help you enjoy your family more.<br>+<br>TRANSITION: Can we talk about your ideas of what it means to “enjoy your family more”? | At the end of the day you have little focus or compassion left.<br>+<br>You want to be able to genuinely be there with & for your family; to even laugh & have some enjoyment.<br>+<br>TRANSITION: Tell me about why it’s important for you to be there with & for your family. | Your capacity is zapped at the end of the day &<br>+<br>You feel bad when you don’t enjoy family time; ashamed or regretful, like you should enjoy it.<br>+<br>CHECK IN: Did I get that right? ... What else should I know about what you’re trying to do? | You need me-time daily because you are otherwise zapped of any capacity to enjoy life & family<br>+<br>You feel ashamed or regretful when you don’t enjoy family time. It’s important to you to feel connected.<br>+<br>CLOSING: You are determined to be in bed reading by 9pm three times this week. | You struggled with me-time, sleep & overall wanting to feel happier.<br>+<br>You have come a long way. You dedicated yourself to working on good sleep, enjoying moments & taking your meds.<br>+<br>CLOSING: You deserve to be happy & have committed to keeping your capacity & happiness a priority. |

**\*PLAN OUTLINE**

1. Summary: Sustain Talk, Change Talk & Ask to Plan
2. **If you decided to make this change, what might you do?**
3. **What are the 3 best reasons for you to do it?**
4. Summary: Change Talk
5. **What do you think you might do?**
6. **When can you check you plan 1, 2 or 3x daily?**
7. Summary: (Sustain Talk) Change Talk & Plan

