Motivational Interviewing for Brief Intervention Settings

ELICIT – PROVIDE – ELICIT

**Elicit** – ASK what the patient knows or would like to know or if it’s okay if you offer them information:

“What do you know about...”

“Do you mind if I express my concerns?”

“Can I share some information with you?”

“Is it okay with you if I tell you what we know?”

**Provide** – Information in a neutral, nonjudgmental fashion.
Avoid “I...” and “You...”

“Research suggests...”

“Studies have shown...”

“Others have benefited from...”

“Folks have found...”

“What we know is...”

**Elicit** – The patient’s interpretation

“What does this mean to you?”

“How can I help?”

“Where does this leave you?”
Tips for Using Elicit-Provide-Elicit

• Use Neutral Language as much as possible
  “Folks have found...”  “What we know is...”  “Others have benefited from...”

• Avoid sentences starting with “I” or “You”

• Use Conditional words rather than concrete words
  “might” “perhaps” “consider” vs. “should” “must”

• Utilize the “Spirit” of MI

• When “instructing” is necessary, recognize “where” your patient is and only provide relevant advice/information.
ELICIT – PROVIDE – ELICIT

**Elicit** – ASK what the patient knows or would like to know or if it’s okay if you offer them information:

“What do you know about the effects of second-hand smoke on children?”

“Is it okay with you if I share what we know?”

“Would you be open to learning more?”

“Do you mind if I express my concerns?”

“Can I share some information with you?”

**Provide** – Information in a neutral, nonjudgmental fashion. “Research suggests that second-hand smoke is especially harmful to children because...” vs. “Every time you smoke around your child, you put them at risk....”

**Elicit** – The patient’s interpretation

“What does this mean to you? How can I help?” vs. “It’s obvious from this information that you need to quit.”
EXAMPLES:
CASE 1 – Candidate for surgery who smokes
ELICIT:
“What do you know about how smoking affects the healing process after surgery?”
Vs.
“If I performed surgery on you, I’d be afraid your wound would never heal because of your smoking.”

PROVIDE:
“What we know is that the tobacco can impair the wound after surgery leaving folks vulnerable to infections.”

ELICIT:
“Tell me what your thoughts are about that.”
Vs.
“It’s obvious from this information that you need to quit.”

CASE 2 – Pregnant woman who smokes
ELICIT:
“Is it okay with you if I share some concerns?”

PROVIDE:
“Research suggests that smoking can be harmful to the fetus…What we know is the carbon monoxide…”

Vs.
“Everytime you inhale, you are harming your baby.”

ELICIT:
“Where does this leave you now?” or “What does this mean to you?” “How can I help?”