

Script for Motivational interviewing exercise around pros and cons of making a change

- I. Identify the thing that the patient is considering changing

MD: Tell me about this thing you are considering changing. *(Listen to the answer, clarifying questions if you are confused.)*

- II. Ask permission to talk about it.

MD: Is it okay if we spend a little time talking about your thinking about this? *(If no, thank them and move to something else.)*

- III. Ask about the pros of changing

MD: As you think about changing _____ what are the reasons in favor of doing this? *(Listen for the reasons, and ask "anything else", applauding their list in some way.)*

- IV. Ask about the cons of changing

MD: So those are some good reasons for changing. What are the things that make you not want to change this behavior? *(Affirm, be empathic. Don't argue or scold. "That makes sense. Any other reasons too?")*

- V. Summarize the pros and cons and ask the patient "what do you think is the next step?" or "Where does that leave you?"

MD: Okay, so on the one hand you want to _____ because of ____ and ____ and _____, but on the other hand you worry about it because of _____ and _____ and _____. Did I get that right? *(invite additions/ corrections and add them to your list as appropriate.)*

MD: So, given all that, where does that leave you about changing _____? [Or alternatively "what do you think is the next step for you?"] *(Listen, affirm their position.)* Well that sounds good. Lets see what we can do to help you with that. Thanks for talking with me about this.