

Brief Conversations Using Motivational Interviewing Techniques Performance Assessment Scales

- Open-ended questions: low high

0	1	2	3	4	5

- Affirmations: low high

0	1	2	3	4	5

- Reflective listening: low high

0	1	2	3	4	5

- % of talking by patient compared to provider: low high

0	20%	40%	60%	80%

- Respect: disrespectful respectful

0	1	2	3	4	5

- Negotiation: manipulating negotiating

0	1	2	3	4	5

- 'Voice and Choice' dictating change encouraging self change

0	1	2	3	4	5

- Allowing for silence and duration of pauses before jumping in: no pause uses of silence efficiently

0	1	2	3	4	5

- Use of scaling/scales to assess patient readiness and confidence to change: low high

0	1	2	3	4	5

- Summarize: low high

0	1	2	3	4	5