

MI Recording Preparation

What a coder listens for, and how to evoke change talk

Use it	Based on	Pages
Before recording a session	The MITI 4	Two

Global ratings

● Cultivating change talk

Shapes the talk toward change
Draws out change talk
Explores it in depth
Builds momentum

● Softening sustain talk

Doesn't linger in it
Turns tasks toward change
Double-sided reflections that end on change

● Partnership

Negotiates agenda and goals
Curious about the person
Invites their ideas
Names them as the expert and decision maker
Holds back on advice
Explores strengths

● Empathy

Understands beyond the words
Interested in their view
Steps into their shoes
Invites them to say more
Uses complex reflections

Behavior counts

Behavior	Code	Type
Giving information	GI	
Persuading with permission	Persuade with	
Question	Q	
Simple reflection	SR	
Complex reflection	CR	
Affirming	AF	MI-adherent
Seeking collaboration	Seek	MI-adherent
Emphasizing autonomy	Emphasize	MI-adherent
Persuading	Persuade	MI non-adherent
Confronting	Confront	MI non-adherent

Ways to evoke change talk

Evocative questions	Open questions aimed at DARN CATS.
Elaboration	What else? Tell me more. How did that happen?
Examples	When was the last time? What made it work?
Looking back	How did it work before? How were things better then?
Looking forward	Picture a year from now, or five. What would be different?
Extremes	What's the worst that could happen if nothing changes? The best if it does?
Rulers	Rate importance, confidence or readiness from 0 to 10, then ask about the change talk behind the number.
Goals and values	What do you want in life? What matters most? How does this change fit in?
Coming alongside	Maybe this matters so much to you that you'd never change it, whatever the cost.
Decisional balance	What are the good things about making this change? The not-so-good things about staying the same?

Based on the Motivational Interviewing Treatment Integrity coding manual, MITI 4 (Moyers, Manuel & Ernst).