

# Motivational Interviewing in Practice

## Avoiding Coercion:

**Client:** “I don’t really want to do burpees today.”

**Trainer:** “I understand that feeling. Burpees aren’t the funniest thing to do when working out, but they will help you accomplish your goals. However training is optional and I won’t make you do anything you don’t want to. Would you like to try something else?”

## Rolling with Resistance:

**Trainer:** “How are you doing with drinking eight glasses of water per day like we talked about?”

**Client:** “I can’t do it. They won’t let me get up at work to fill up my water bottle that many times.”

**Trainer:** “Well okay then what about taking a larger container of water to work with you so you don’t have to get up so many times to fill it up at work?”

## Exploring Options:

**Trainer:** “Have you decided on how you would like to start losing weight?”

**Client:** “Yes I have several different ideas, but I am not sure which one is the best for weight loss.”

**Trainer:** “Let me hear them and we can talk about them together.”

## Encouraging Change Talk:

**Trainer:** “So you have decided to start eating breakfast every morning as part of your behavior change for weight loss. That is so awesome! Do you think you can do that?”

**Client:** “Yes! I can do it. I am going to pour my oatmeal and protein powder in a bowl the night before so all I have to do is add milk and heat it up when I get up in the morning.”

**Trainer:** “Awesome sounds like you have got a plan!”

## Allowing Client to Make the Decision:

**Trainer:** “Do you remember any of the options for habits we talked about last week? Are there any you think you would like to try?”

**Client:** “I like the idea of trying to meditate 10 minutes a day or going to bed 15 minutes earlier.”

**Trainer:** “Which one do you think is the easier for you to do?”

**Client:** “Probably meditation, I think that is the new habit I will work on for the next two weeks.”