

Learning Activity 1.5: Roleplay Motivational Interviewing

Instructions: Use the following script to practice motivational interviewing with another person. The setting: You are meeting a new member at the gym. Once you find out their goal, we will skip getting to know your client and focus on the questions gearing towards motivating your client to change. Your job with motivational interviewing is to ask questions, listen with empathy, and use affirmations, reflections, and summaries to let your client know that you understand them. Refer to the lecture, **Behavior Change 3: Core Skills** for more information on how to effectively use this type of interviewing. Listen to the sample interview, **Motivational Interviewing** to see how it is done.

Core Skills: **O:** Open-Ended Questions, **A:** Affirmations, **R:** Reflections, **S:** Summary

Motivational Interview Script:

- **Hi, (insert person's name), tell me a little about why you are here?** (We are trying to learn our client's goal. Ask more questions if necessary to obtain this information.)
- **Why is (insert goal) most important to you?**
- **If you don't make these changes and stay the way that you are or regress in your health and fitness, how would that affect your life? What consequences would occur?**
- **When you do successfully reach your goal, in what way(s) will life be different?**
 - **What benefits are important to you?**
- **On a scale of 1-10, how important is it for you to make these changes right now?**
 - **Why is it not a 2 or 3?**
 - **What would make it a (insert higher number)?**
- **Do you believe you can make these changes?**
- **On a scale of 1-10, how confident are you?**
 - **What would make your confidence one number higher?**
- **Are you ready and willing to change at this time?**
- **In what ways do you believe I can help you?**