

## Five Principles of M.I.

### Sample Dialogue



#### Expressing Empathy

- **Client:** But I can't quit smoking. I mean, everyone that I hang out with smokes--even my parents smoke. I want my baby to be healthy but I just don't know if I can quit when everyone around me is smoking.
- **Counselor:** I totally understand what you mean. I know that it will be more difficult for you to quit when everyone around you is smoking, but you can learn to quit. Why don't you tell me what you think it would take for you to be successful at quitting and we can go from there.



#### Developing Discrepancy

- **Client:** I've been smoking for over half my life and I don't think that I can quit. I've tried to a few times but had no luck. I really want my baby to be healthy, but I just don't think I can do it.
- **Counselor:** May I ask what prompted you to try quitting before?
- **Client:** Well, I just wanted to quit. I know that smoking isn't really good for my health.
- **Counselor:** What health problems have you had that lead you to believe that smoking isn't good for you?
- **Client:** I'm coughing more now and I've had bronchitis a few times over the past few years. I had to miss a few days of work with the bronchitis and I definitely can't afford to do that.
- **Counselor:** The coughing and bronchitis are more than likely caused by your smoking and will only get worse as you continue to smoke. How does knowing that make you feel?
- **Client:** Not too good.
- **Counselor:** You've told me that you already have a few health concerns that you believe are a result of smoking. What kind of health do you foresee having five or ten years from now if you continue to smoke?
- **Client:** I guess I see myself getting sick more often if I don't stop now.

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### Avoiding Argumentation

- **Client:** I enjoy smoking and I'm not going to quit. I smoked through my other pregnancies and my kids are just fine so don't bother with that "smoking is bad for your baby" stuff. I've heard it all before and I really don't want to hear it again.
- **Counselor:** I'm glad to hear that your other children were born healthy. You are lucky because many times that is not always the case.
- **Client:** Well, it's always been the case with me.
- **Counselor:** May I ask how you would feel if it's not the case this time?
- **Client:** I don't know. I haven't given it much thought.
- **Counselor:** Would it be okay if I give you a small booklet to take with you on smoking during pregnancy? I understand that you are not interested in quitting now, but you may find it useful if and when you decide to try quitting.



### Rolling with Resistance

- **Client:** But I can't quit. My husband and all of my friends smoke.
- **Counselor:** And it may be that you'll decide that it's worth it to you to keep on smoking. It may be too difficult for you to make a change. That decision is yours to make.
- **Client:** Okay.



### Supporting Self Efficacy

- **Client:** I'm just not sure that I can do it. I mean, I know that I should quit smoking, but I've never tried before. I think it may be too hard.
- **Counselor:** You may think that quitting is too hard for you, but I believe that you can do it. In fact, I'm sure that if you think about it you have accomplished many difficult tasks before. Can you tell me of at least one thing that you've accomplished before that was difficult?
- **Client:** Yes, a last year I went on a diet and lost 30 lbs..
- **Counselor:** Well, that's something to really be proud of. What steps did you take to accomplish that task? Do you think those steps could be modified and used to help<sup>2</sup> you quit smoking?