



## **Tips for motivational interviewing techniques - OARS model (Miller & Rollnick, 2013):**

### **1. Open questions**

- “Tell me more about that?”; “What approaches have you tried thus far?”
- Invitation to talk and elaboration
- Draw out information, ideas, feelings

### **2. Affirmations**

- “That sound like a good idea. Let’s try it.”;
- In this situation you use your reflective listening skills very effectively.
- Statements that recognize a person’s strengths and positive behaviors. Build confidence in one’s abilities = to be effective in this step is needed to be genuine and congruent

### **3. Reflective listening**

- “This has been quite stressful for you.”;
- Primary skill in building and maintaining effective supervisory relationships.
- Foster clear communication, builds trust, helps develop supervisee’s confidence
- repeating or rephrasing; paraphrasing; reflection of feeling

### **4. Summaries**

- “Let me see if I understand.”
- Special application of reflective listening.
- Helps to ensure that there is clear communication
- Determine „next steps“.

Miller, W.R. and Rollnick, S. (2013). Motivational Interviewing: Helping People Change, 3rd ed., Guilford Press, New York, NY.

