

MI Fundamentals: OARS+1 & DARN CAT

- **O**pen ended questions
- **A**ffirmations
- **R**eflections
- **S**ummary statements
- **I**nformation exchange

- **D**esire – Why do you want to make this change?
- **A**bility – How might you be able to do it?
- **R**easons – What is one good reason for making the change?
- **N**eed – How important is it and why (0-10)?

- **C**ommitment – What do you intend to do?
- **A**ctivation – What are you ready and willing to do?
- **T**aking Steps – What have you already done?

Techniques for Dancing with Discord

Surface reflections

Stay close to content, keep the conversation moving, consider carefully on which elements to focus

Deeper reflections

Go below the surface, help understand what might lie beneath

Double sided reflections

Include both sides of the ambivalence
(try using “yet”, “and”, or “but”)

Amplified reflections

Add some intensity to the resistant part of the statement
(try “there is no way” or “you can’t possibly”)

Reframing

Place a client statement in a new light/perspective
(For example- multiple past failures in changing behavior are reframed as continued commitment to making life better)

Agreement with a twist

Involve either a reflection or a statement of agreement followed by a reframe
(a lot like a double sided but usually includes something like “I totally agree and yet”)
Coming alongside Acknowledge this may not be the right time, place or circumstance for change (use with caution)

Emphasizing personal choice and control

Remind the client that only they can choose to change their behavior

Shifting focus

Acknowledge that the current area feels unproductive and that a shift may feel more helpful (offering an agenda menu may be helpful)

SOARS

When you are working on **S**etting goals:

- How would you like things to be better?
- What specifically are you hoping will change?
- What do you see as the first change?

When you are sorting **O**ptions:

- What have you considered doing?
- What's worked for you before?
- What have you heard other people do?

When you are trying to **A**rrive on a plan:

- What's the first step?
- How will you know when it's time to implement this strategy?
- Who might support you in this process?

When you are **R**eaffirming commitment:

- What do you think might get in your way and how will you handle them (if/then)?

When you are **S**upporting change:

If the client does not commit - set the alarm:

- When could you see this changing?
- What would you need to change for this to feel like this now is the time?
- What things will you watch for to know when

When you are **S**upporting change:

If the client commits – use 4 Rs:

1. **Re-planning** (as needed, modify plan with changing conditions; acknowledge partial successes)
2. **Reminding** (call to mind reasons for making the change)
3. **Refocusing** (if goal is achieved, priorities shift, or issues come up, shift into core skills and discuss)