

6 MOTIVATIONAL INTERVIEWING TRAPS

These common traps can promote disengagement and engender discord when working with clients.

TRAP #1

The Expert Trap

- ✓ "The clinical error of assuming and communication that the counselor has the best answers to the client's problems."

TRAP #2

The Premature Focus Trap

- ✓ "The clinical error of focusing before engaging, trying to direct before you have established a working collaboration and negotiated common goals."

TRAP #3

The Labeling Trap

- ✓ "The clinical error of engaging in unproductive struggles to persuade clients to accept a label or diagnosis"

TRAP #4

The Blaming Trap

- ✓ "The clinical error of focusing on blame or fault-finding rather than change."

TRAP #5

The Assessment Trap

- ✓ "The clinical error of beginning consultation with expert information gathering at the cost of not listening to the client's concerns. See also Question-Answer Trap"

TRAP #6

The Chat Trap

- ✓ "The clinical error of engaging in excessive small talk and informal chat that does not further the process of engaging, focusing, evoking, and planning."

To promote engagement, use the following:

MI Spirit

Reflective Listening

OARS+I

Agenda Matching