

## Motivational Interviewing Skills: OARS, DARN, CAT

Name and Description of Skill	Example(s) of Skill
<b>Getting Moving</b>	
O Open-Ended questions <ul style="list-style-type: none"> <li>• Questions which cannot be answered with a single-word answer</li> <li>• Questions which encourage the client to talk</li> </ul>	"What would you like from treatment?"  "Tell me about your drinking..."
A Affirmations <ul style="list-style-type: none"> <li>• Statements which express positive regard and caring</li> <li>• Statements which notice and appreciate a positive action</li> <li>• statements which strengthen the therapeutic alliance</li> </ul>	"You're a strong person, a real survivor."  "I appreciate your openness and honesty today."
R Reflections <ul style="list-style-type: none"> <li>• Statements which makes a guess about what a person means</li> <li>• <u>simple reflections</u> repeat or rephrase what the client says</li> <li>• <u>complex reflections</u> reflect feelings or paraphrase the client's words</li> </ul>	Client statement: "Using drugs is the only way I can cope." Simple reflection: "You use in order to deal with stress." Complex reflection: "You are afraid that you cannot handle life without using drugs."
S Summary statements <ul style="list-style-type: none"> <li>• Statements which collect material, link themes together, and draw together what has happened</li> </ul>	"So far you've expressed concern about your children, getting a job, and finding a safer place to live."
<b>Eliciting "Preparatory Change" Talk</b>	
D Desire to change <ul style="list-style-type: none"> <li>• Ask "Why do you <u>want</u> to make this change?"</li> </ul>	Client uses the words "want, like, wish..." "I want to quit smoking."
A Ability to change <ul style="list-style-type: none"> <li>• Ask "How might you be <u>able</u> to do it?"</li> </ul>	Client uses the words "can, could..." "I think I can stay sober."
R Reasons to change <ul style="list-style-type: none"> <li>• Ask "What is one good <u>reason</u> for making this change?"</li> </ul>	Client gives reasons; "if...then" "If I take my medicine, then I will feel better."
N Need to change <ul style="list-style-type: none"> <li>• Ask "How <u>important</u> is it, and why?" 0-10</li> </ul>	Client uses the words "need, must, have to, got to..." "I have got to quit drinking."
<b>Eliciting "Implementing Change" Talk</b>	
C Commitment <ul style="list-style-type: none"> <li>• Ask "What do you <u>intend</u> to do?"</li> </ul>	Client statements about intention and decision; client uses the words "will, intend, ready, going to..." "I will quit smoking next week."
A Activation <ul style="list-style-type: none"> <li>• Ask "What are you <u>ready</u> or <u>willing</u> to do?"</li> </ul>	Client statements about willingness, readiness, preparation "I am going to call for an appointment tomorrow."
T Taking steps <ul style="list-style-type: none"> <li>• Ask "What have you <u>already done</u>?"</li> </ul>	Client has thrown away lighters. Client has attended intensive outpatient group.

*\*This material was adapted in June 2008 by C. Delos Reyes from the Ohio MINT (Motivational Interviewing Network of Trainers) Training held in May 2008.*