

# Four Processes of Motivational Interviewing

## Engage:

- Make the obvious explicit.
- Elicit the patient's concerns.
- Reflect and summarize.

## Focus:

- Get the topic of concern on the table *and* refocus throughout as necessary.

## Evoke:

- Ask for talk (patient statements in favor of changing).
- Summarize change talk (if there is any).

## Plan:

- Elicit from patient options for change, and add some if necessary.
- Elicit commitment to taking action.
- If possible, summarize.



*Always remember:*  
**Close on good terms, no matter what.**