

## Quality Endorsed Unit

This unit does not form part of a regulated qualification.

**Unit Title:** Motivational Interviewing

**Unit Reference Number:** GB7/3/WR/013

**Level:** 3

**Credit Value:** 4

**Minimum Guided Learning Hours:** 40

Learning Outcome (The Learner will):	Assessment Criterion (The Learner can):
1. Be able to explain the Motivational Interviewing (MI) model	1.1 Summarise the evidence-base for the efficacy of MI
	1.2 Compare and contrast the Motivational Interviewing (MI) Model with other examples of person-centred approaches
	1.3 Describe the spirit of MI (including) <ul style="list-style-type: none"> <li>a) Partnership (Collaboration)</li> <li>b) Acceptance</li> <li>c) Compassion</li> <li>d) Empowerment (Evocation)</li> </ul>
	1.4 Describe MI relating to: <ul style="list-style-type: none"> <li>a) Respecting the values and autonomy of the individual</li> <li>b) Eliciting, rather than imposing motivation</li> </ul>
2. Be able to give examples of positive and negative factors that can influence motivation	2.1 Give examples of how motivation may be assessed
	2.2 Summarise the positive and negative factors that can affect motivation
	2.3 Discuss ambivalence as a key factor in the practice of MI
3. Be able to describe motivational interviewing skills	3.1 Describe OARS: <ul style="list-style-type: none"> <li>a) Open ended questions</li> <li>b) Affirmations</li> <li>c) Reflective listening</li> </ul>

d) Summarising

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3.2 Describe DARN-CAT

- a) Desire to change
  - b) Ability to change
  - c) Reasons to change
  - d) Need to change
  - e) Commitment to change
  - f) Activation
  - g) Taking steps
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3.3 Use transcripts of MI sessions to distinguish and code:

- a) Simple reflections
- b) Complex reflections
- c) Summaries
- d) Change Talk