

**Table 1: Four main principles of Motivational Interviewing**

- Express empathy (meaning we accept the person has different beliefs and try to understand them)
- Develop discrepancy (the person must present arguments for change because of a perceived discrepancy between present behavior and important personal goals or values)
- Roll with resistance (avoid arguing for change, do not directly oppose resistance, invite new perspectives, and see resistance as a sign to respond differently)
- Support self-**efficacy** (support the person's motivation and plans to change)

Miller WR and Rollnick S: Motivational Interviewing (Second Edition):  
Preparing People for Change. The Guilford Press, New York, 2002.