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that are necessary to  
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(This principle has been folded into the next principle in Second Edition

“Motivational Interviewing -

Preparing People for Change, 2002) In the third edition, consider this Counseling with Neutrality (p. 231). The basic process of counseling with neutrality is to explore thoroughly both the

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pros and cons and do  
so in a balanced way.

(p.238)

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If you ask about the  
costs of compulsive  
behavior (undesired  
outcomes), he or she  
readily acknowledges a  
long list including loss  
of time, money, jobs,  
school

accomplishments,

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relationships,  
independence, etc.

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weighing out the  
positive and negative  
consequences of a  
behavior in this way is  
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: Motivational  
interviewing is a  
person-centered



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addressing the

common problem of

ambivalence about

change. Technical

definition: Motivational

interviewing is a

collaborative, goal-

oriented style of

communication with

particular attention to

the language of

change. It is designed

to strengthen personal

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