

OARS

OARS: Examples*	
Open-ended questions	<ul style="list-style-type: none"> • “What’s happened since we last met?” • “What makes you think it might be time for a change?” • “What brought you here today?” • “Tell me more about when this first began.” • “What was that like for you?”
Affirmations	<ul style="list-style-type: none"> • “Your commitment really shows by [insert a reflection about what the client is doing].” • “You showed a lot of [insert what best describes the client’s behavior—strength, courage, determination] by doing that.” • “It’s clear that you’re really trying to change your [insert risky/problem behavior].” • “In spite of what happened last week, your coming back today reflects that you’re concerned about changing your [insert risky/problem behavior].”
Reflective listening	<ul style="list-style-type: none"> • “It sounds like....” • “What I hear you saying...” • “So on the one hand it sounds like And, yet on the other hand....” • “I get the sense that....” • “It seems as if....” • “It feels as though....”
Summaries	<p>“It sounds like you are concerned about your [insert risky/problem/unhealthy behaviour] because it is costing you many negative consequences. Where does that leave you?”</p> <ul style="list-style-type: none"> • “On the one hand you feel you need to quit smoking for your health, but on the other hand that will probably mean not associating with your friends anymore. That doesn’t sound like an easy choice.” • “Over the past three months you have been talking about improving your diet and losing weight. It seems you have started to recognise the less good things about being overweight. And your girlfriend said she is leaving you if you don’t do something about your weight. It’s easy to understand why you are now committed to working on your weight”

*Examples from:

https://media.heart.org/tga/pdf/MI_Strategies_and_Techniques_Handout.pdf

<http://www.nova.edu/gsc/forms/mi-techniques-skills.pdf>