



The
Career Center
linking futures

For more information on this and other career topics – The Florida State University Center for the Study of Technology in Counseling and Career Development:

career.fsu.edu/techcenter

MI is a directive, client-centered therapeutic style that counselors use with clients exhibiting opposing behaviors and thoughts by exploring and resolving client ambivalence.

Research shows a positive correlation with:

- College performance
- Academic discipline
- Future occupational success

Presenters:

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Motivational Interviewing In Career Counseling



Client Factors and Resistant Types

Reluctance

(Concerned with Unknown, Sees Disadvantages of Changing)

Resignation

(Low Energy for Change, Overwhelmed, Hopeless)

Rationalization

(Has All the Answers, Arguing, Minimizes Problems)

Rebellion

(Invested Energy NOT to Change, Inattention, Coercion)

Other Strategies Counselors May Choose to Use

- Importance/Confidence Ruler
- Decisional Balance
- Elaborating
- Looking Forward
- Looking Back

Key Principals

Expressing Empathy

Developing Discrepancy

Rolling With Resistance

Supporting Self-Efficacy

Strategies

Open-ended Questions

Affirmation

Reflecting

Summarizing

General Uses:

- Choosing a Major
- Choosing a Study Abroad
- Finding a Job

