

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



Career Center linking futures

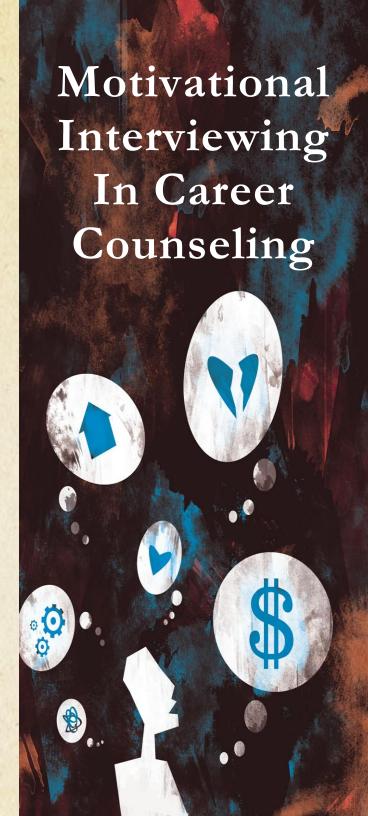
For more information on this and other career topics – The Florida State University
Center for the Study of Technology in
Counseling and Career Development:

career.fsu.edu/techcenter

Presenters:

Mary Catherine McClain, Ed.S., is a career advisor in the Career Center at Florida State University and a current doctoral student in the Combined Counseling Psychology and School Psychology program.

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Client Factors and Resistant Types

Reluctance	Resignation
(Concerned with	(Low Energy for
Unknown, Sees	Change,
Disadvantages of	Overwhelmed,
Changing)	Hopeless)
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Rationalization	Rebellion
Rationalization (Has All the Answers,	Rebellion (Invested Energy
(Has All the Answers,	(Invested Energy

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

