Motivational Interviewing In Career Counseling

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

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:

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## Client Factors and Resistant Types

<table>
<thead>
<tr>
<th>Reluctance</th>
<th>Resignation</th>
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<tbody>
<tr>
<td>(Concerned with Unknown, Sees Disadvantages of Changing)</td>
<td>(Low Energy for Change, Overwhelmed, Hopeless)</td>
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<thead>
<tr>
<th>Rationalization</th>
<th>Rebellion</th>
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<tbody>
<tr>
<td>(Has All the Answers, Arguing, Minimizes Problems)</td>
<td>(Invested Energy NOT to Change, Inattention, Coercion)</td>
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## Key Principals

- **Expressing Empathy**
- **Developing Discrepancy**
- **Rolling With Resistance**
- **Supporting Self-Efficacy**

## Strategies

- Open-ended Questions
- Affirmation
- Reflecting
- Summarizing

## Other Strategies Counselors May Choose to Use

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

## General Uses:

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