the basics

# pectrum of Hesitancy

# Compassion

The clinician aims to promote the patient's overall well-being and prioritizes the patient's needs.

## Acceptance

The clinician acknowledges that everybody has an inherent worth and provides positive appreciation of this in an unconditional manner, showing support of autonomy, empathy and respect to the patient.

# Partnership

The clinician and the patient work together as two experts - the clinician as the clinical expert, and the patient as an expert on their own behaviors, motivations, attitudes, and barriers.

### Evocation

Spirit

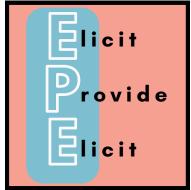
of MI

The clinician elicits the patient's own motivation for changing in a health positive direction.

# Motivation

3 Primary Needs for Health Behavior Change

SCALING 10 QUESTIONS





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