

## Motivational Interviewing

Motivational Interviewing (MI) is an approach to open up communication with patients and enhance their motivation to change. The key principle is to apply communication skills to identify patterns in which patients are stuck and help them understand their resistance to certain behaviours. The directive, client-centred counselling style supports behaviour change by helping clients to explore and resolve their ambivalence.

The key strategies of MI are:

- Expressing empathy through reflective listening
- Developing discrepancy between goals/values and current behaviour
- Adjusting to resistance rather than opposing it directly
- Supporting self-efficacy and increasing confidence

Important principles underlying these strategies are that ambivalence about a difficult decision or a behavioral change is normal, that the patient is not told what to do, but has freedom of choice and that confidence in own abilities is important to tackle a change. The approach of MI provides skills on how resistance can be met constructively and even be used for a change. MI also aims to increase patients' confidence and self-efficacy, making them feel capable to change.

In CF, achieving a good health status depends on patients' successful adherence and associated health behaviours, despite the burden of their treatments. MI enables a communication style at eye level between professionals and patients and is especially helpful to resolve adherence problems and to promote desirable health behaviours in CF patients.