

Using Motivational Interviewing to make FY25 global appropriations requests

What is Motivational Interviewing (MI)? MI is a set of communication skills that foster collaboration and motivate change. The techniques below will provide insight into becoming engaging, collaborative, respectful, and evocative.

Below are examples of using MI techniques on our [FY25 Appropriations Requests](#).

Core Skills: OARS	Open-Ended, Affirmations, Reflections, Summaries
<p>Open questions: focus and deepen movement toward change with the open-ended questions</p>	<p><i>Who does the Representative/Senator look to when deciding whether or not to support certain requests from their constituents?</i></p> <p><i>What can the Representative/Senator do to help lift people from poverty?</i></p> <p><i>How could we help the Representative/Senator support our current appropriations request of \$1.65 billion for the Global Fund in FY25?</i></p>
<p>Affirmations: spotlight their skills, abilities, successes, and reasons for hope.</p>	<p><i>"I, and our constituents, really appreciate the actions you've taken on supporting and protecting women and children. We also appreciate that you're willing to speak to your colleagues about our request of \$1.15 billion for Maternal and Child Health, including \$340 million for Gavi, and \$300 million for Nutrition in FY25."</i></p>
<p>Reflections: reflect both their thoughts and feelings, both stated and implied.</p>	<p><i>"It resonated with me when you stated how education matters a lot to you as an individual and as a member of Congress."</i></p>
<p>Summaries: Review what's been said, capturing where we are going and why.</p>	<p><i>"So, to summarize, I understand that the Representative/Senator agrees that ..."</i></p>