



## Making the Case for RESULTS Policy Requests

**What is Motivational Interviewing?** MI is a set of communication skills that foster collaboration and motivate change. The techniques below will provide insight into engaging, collaborative, respectful, and evocative. Below is “PACE”, which is the spirit of MI.

**Partnership:** Remember to be collaborative instead of adversarial

**Acceptance:** Demonstrate unconditional caring; be empathic (understand vs. agree); affirm the good in them

**Compassion:** Show respectful understanding of their thoughts, feelings, values, and circumstances

**Evocation:** Draw out their ideas; people are more persuaded by the ideas you draw from them than ones offered directly.

**Motivational Interviewing technique examples using [the Supplemental Nutrition Assistance Program \(SNAP\)](#), [Child Tax Credit \(CTC\)](#), [Global Malnutrition](#), and [the Criminalization on Homelessness](#).**

<b>Core Skills: OARS</b>	Open Questions, Affirmations, Reflections, and Summaries
<p><b>Open questions: focus and deepen movement toward change with the open-ended questions</b></p>	<p><i>“Since we’re on foreign affairs, who does the Representative/Senator look to for more information about worldwide global malnutrition? What do you/they know about the current Nutrition for Growth Dear Colleague letter?”</i></p> <p><i>“What policies has the Representative/Senator introduced or supported lately that help lift people from poverty?”</i></p> <p><i>“What did you find positive about the Tax Relief for American Families and Workers Act (CTC)? Could you tell me a bit more about the Representative/Senators thought process before they voted?”</i></p>
<p><b>Affirmations: spotlight their skills, abilities, successes, and reasons for hope.</b></p>	<p><i>“I, and our constituents, really appreciate your actions you’ve taken on supporting and protecting women and children. Your compassion for all your constituents, even the ones without housing, is inspiring and should be modeled after by your colleagues.”</i></p>
<p><b>Reflections: reflect both their thoughts and feelings, both stated and implied.</b></p>	<p><i>“It seems to me that you deeply care about the wishes of your constituents. That makes me feel confident to share with you my deep disappointment with the Supreme Courts latest decision regarding the criminalization of Homelessness.”</i></p>
<p><b>Summaries: Review what’s been said, capturing where we are going and why.</b></p>	<p><i>“So, to summarize, I understand that the Representative/Senator agrees that Congress must provide more access to healthier foods for SNAP recipients ...”</i></p>