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Nota di contenuto	Machine generated contents note: About the authors Preface 1. Introduction 2. Theoretical Concepts and Evidence Base 3. How to Use the Toolkit to Meet Individual Requirements 4. Establishing Rapport 5. Exploring Current Motivation 6. The Cycle of Change 7. Listening Skills 8. Summarising and Reflective Listening 9. Open Questions 10. Working with Resistance 11. Exploring Ambivalence 12. Developing the Desire to Change 13. Affirmation and Confidence to Change 14. Motivational Action Planning 15. Supporting Change 16. Putting it Altogether 17. Motivational Skills Example Training Materials References.
Sommario/riassunto	"A Toolkit of Motivational Skills, Third Edition, draws on the latest research to show how the Motivational Interviewing approach can be effectively utilized to draw out and sustain an individual's internal motivation for behavioral change. Updated with a wide range of applications and practical examples of motivational techniques which have effectively helped others to change Updated with a wide range of applications and practical examples of motivational techniques which have effectively helped others to change Features a variety of supplemental resources including 16 online video examples of MI in action, with a workbook chapter that helps readers analyse each video in detail Includes new illustrations and diagrams designed to amplify the text and make it an engaging and enjoyable reading experience"--

"How to motivate someone to change is an issue faced daily by professionals working in criminal justice, health care, education and social services. A Toolkit of Motivational Skills shows how the Motivational Interviewing (MI) approach can draw out and sustain an individual's own internal motivation for change. Drawing on proven methods and the very latest research, the Toolkit has been updated with best practice vignettes and online video examples of the approach in action. It equips readers with all the skills needed to respond to different needs and communication styles, accurately assess motivation to change, and identify the most effective strategies to use at each level of motivation. The Third Edition introduces REACH4CHANGE, a new user-friendly model that offers guidance in reaching for Rapport, Empowerment, Ambivalence, and Commitment in order to Help others to achieve lasting change"--
