1. A collaborative, person-centered approach to communication aimed at eliciting and strengthening motivation for change is known as _____________.
   A. Active listening
   B. Direct communication
   C. Motivational interviewing
   D. Learning ladder

2. When the practitioner takes up with the “positive outcomes” of behavior change, the patient’s natural response is to argue the other side of _____________.
   A. Ambivalence
   B. Collaboration
   C. Compassion
   D. Empathy

3. The foundation of Motivational Interviewing is built on _____________.
   A. Specific strategies the clinician teaches to the patient
   B. A sincere “spirit” of mutual respect and collaboration between the clinician and patient
   C. Clinicians solving problems for patients
   D. The Patients’ own fears

4. Motivational Interviewing has been shown to positively affect health behavior change related to:
   A. Smoking
   B. Diabetes management
   C. Problem Drinking
   D. All of the above.
Post Test: Motivational Interviewing

5. Which of the following is not a key concept of the spirit of motivational interviewing?
   A. Partnership
   B. Acceptance
   C. Compassion
   D. All of the above are key concepts

6. Which of the following is not a part of the four key principles of motivational interviewing?
   A. Resisting the righting reflex
   B. Listening to your patient
   C. Designing goals for patient
   D. Empowering your patient

7. Which of the following is NOT a stage of change?
   A. Contemplation
   B. Organization
   C. Action
   D. Maintenance

8. This stage of change is characterized by profound ambivalence.
   A. Pre-Contemplation
   B. Contemplation
   C. Action
   D. Maintenance

9. In this stage, small, but significant change has already been made.
   A. Preparation
   B. Contemplation
   C. Action
   D. Maintenance
Post Test: Motivational Interviewing

10. This stage of change is characterized by decreased temptation and increased confidence?
   A. Contemplation
   B. Action
   C. Maintenance
   D. Relapse

11. Which of the following could be a cause for relapse once a patient has entered the maintenance phase of change?
   A. Stable behavior modifications
   B. Life event prevents continuation of the habit
   C. Having a concrete maintenance plan
   D. Continued success

12. Motivational Interviewing is a(n) __________ way of talking to your clients about change.
   A. Effective
   B. Recommended
   C. Pertinent
   D. Permissable

13. Motivational interview techniques were first developed for what group of patients?
   A. Eating Disorder
   B. Addictive Behaviors
   C. Problem drinkers
   D. Diabetics

14. How does motivational interviewing work?
   A. By activating patients own motivation for change
   B. By engaging patients own motivation for change
   C. By focusing on patients own motivation for change
   D. By guiding patients own motivation for change
Post Test: Motivational Interviewing

15. Ambivalence is the simultaneous presence of competing ____________ for and against change.
   A. Motivations
   B. Actions
   C. Contemplations
   D. Mindsets

16. What is ambivalence frequently mistaken for?
   A. Procrastination
   B. Anxiety
   C. Resistance
   D. Apathy

17. Motivational interviewing can help resolve ambivalence and help __________ a client’s motivation to change.
   A. Engage
   B. Elicit
   C. Focus
   D. Activate

18. Choose the best example of ambivalence.
   A. “I don’t think my family would like it if we didn’t eat out for dinner”
   B. “I can’t check my blood sugar because I hate needles”
   C. ”I want to take a yoga class, but it’s too expensive’
   D. “I can only eat what is provided for me because my daughter does all of the cooking”

19. Ambivalence refers to _______________.
   A. Simultaneous and contradictory feelings about something
   B. The state of readiness for change
   C. A strong conviction about something
   D. Understanding without confusion or uncertainty
Post Test: Motivational Interviewing

20. What is the first thing you should do prior to sharing information with a patient?

A. Provide background knowledge  
B. Ask permission  
C. Remove personal protective mask  
D. Reminding patient that you are the authority  

21. The tendency for health professionals to "fix" a patient’s problems by offering prescriptive advice is referred to as ____________.

A. OARS  
B. Ambivalence  
C. Evocation  
D. Righting reflex  

22. When motivation is imposed from an external source (e.g., persuasion), patients’ behavior change is often ____________.

A. Sustained over time  
B. Transient or guilt induced  
C. Successful  
D. Accepted  

23. All of the following are examples of open-ended questions except one. Which is the exception?

A. "Can you tell me about a typical breakfast?"  
B. "What concerns you most about your overall health?"  
C. "Are you satisfied with the information provided you today?"  
D. "How do you think your diet is affecting your overall health?"  

24. Which of the following best represents the goal of reflective listening?

A. Repeating what the patient says  
B. Informing using directive advice  
C. Keeping the patient talking  
D. Warning the patient
25. Which of the following can be used to elicit the extent to which a person feels compelled to change?

A. Motivational ruler
B. Expressing empathy
C. Righting reflex
D. Rolling with resistance

26. "Resisting the righting reflex" means the Dietitian ___________ resistance expressed by the patient.

A. Resists
B. Acknowledges
C. Tries to resolve
D. Ignores

27. What is the current state of affairs without change?

A. Motivational myth
B. Pre-existing condition
C. Status Quo
D. Contemplation

28. Any client speech that favors movement toward a particular change goal?

A. Change Talk
B. Contemplation
C. Status Quo
D. Motivation

29. Which is an example of a patient expressing motivation based on desire?

A. “I want to…”
B. “I might be able to…”
C. “I would probably feel better if I…”
D. “I should plan for this…”
30. Which is an example of a patient expressing motivation based on ability?

A. “I want to…”
B. “I might be able to…”
C. “I would probably feel better if I…”
D. “I should plan for this…”

31. Which is an example of a patient expressing motivation based on reason?

A. ”I really should...“
B. “I might be able to…”
C. “I would probably feel better if I…”
D. “I should plan for this…”

32. Which is an example of a patient expressing motivation based on need?

A. ”I really should...“
B. “I might be able to…”
C. “I would probably feel better if I…”
D. “I should plan for this…”

33. What is the clinical error of assuming and communicating that the counselor has the best answers to the patient’s problems

A. Righting Reflex
B. Expert Trap
C. Motivational Myth
D. Activation Response

34. The "spirit" of Motivational Interviewing is alway accept the following?

A. Collaborative
B. Synergistic
C. Compassionate
D. Evoking
36. Which of the following is likely to trigger behavior change?

A. Willfulness  
B. Values  
C. Family concern  
D. Physician recommendation

37. The patient is your __________ on their everyday life.

A. Consultant  
B. Collaborator  
C. Guide  
D. Consultant

38. The four processes of Motivational Interviewing include all of the following except...

A. Engaging  
B. Evoking  
C. Exploring  
D. Disengaging

39. The three core communication skills of Motivational Interviewing include all of the following except...

A. Asking  
B. Listening  
C. Directing  
D. Following

40. Which of the options below would reflect using the Motivational Interviewing approach

A. Informing clients about the harmful effects of their behavior  
B. Directing clients to stop the problem behavior  
C. Warning clients about the future consequences of their behavior  
D. Pointing out differences between the client’s own stated goals and current behavior.
Post Test: Motivational Interviewing

41. Within the Motivational Interviewing framework, ambivalence about change on the part of the client is seen as…

A. Normal and useful
B. A major roadblock to change
C. Pathological
D. Irrelevant

42. Which of the following behaviors is NOT a roadblock to a client’s self-expression:

A. Interpreting or analyzing
B. Warning
C. Reflecting
D. Reassuring, sympathizing or consoling

43. Patient’s will feel more ______________ to follow through a goal they select themselves than they would with a goal you give them.

A. Ambivalent
B. Focused
C. Empowered
D. Pressured

44. Which of the following is a focusing style that uses a collaborative approach and acknowledges the client’s agenda and the practitioner’s expertise are both important.

1. Directing
2. Guiding
3. Following
4. Encouraging

45. Providing various topics for discussion and letting the client take the lead on what is discussed would be considered?

A. Engaging
B. Focusing
C. Evoking
D. Planning
Post Test: Motivational Interviewing

46. Offering questions that promote change talk and build motivation would be considered?

A. Engaging  
B. Focusing  
C. Evoking  
D. Planning

47. Inviting clients to set goals would be considered?

A. Engaging  
B. Focusing  
C. Evoking  
D. Planning

48. Which of the follow is one of the four skills of motivational interviewing?

A. Acceptance  
B. Affirmations  
C. Affect  
D. Ability

Determine if the following statements are open-ended or close-ended questions:

49. Do you prefer high or low intensity exercises?

A. Open-Ended  
B. Close-Ended

50. What food(s) do you feel you would like to eat more of to improve your health?

A. Open-Ended  
B. Close-Ended
**Post Test: Motivational Interviewing**

51. Tell me do you know about Crohn’s disease?

A. Open-Ended
B. Close-Ended

52. How many days per week do you pack your lunch for work?

A. Open-Ended
B. Close-Ended

53. How often do you eat in front of a screen (tv, phone, tablet, computer)?

A. Open-Ended
B. Close-Ended

Determine the type of talk presented in the following statements

54. I have more energy when I exercise.

A. Change talk
B. Sustain talk
C. Ambivalence
D. Resistance

55. I think I could make more slow cooker meals versus eating out.

A. Change talk
B. Sustain talk
C. Ambivalence
D. Resistance

56. I just don’t like fruits and vegetables.

A. Change talk
B. Sustain talk
C. Ambivalence
D. Resistance
Post Test: Motivational Interviewing

57. I have been walking three times a week with a friend for about six months now.

A. Change talk
B. Sustain talk
C. Ambivalence
D. Resistance

58. If cookies are in the house, I will eat them. And, I have to have cookies around for my kids.

A. Change talk
B. Sustain talk
C. Ambivalence
D. Resistance

Match the following statement with the stage of change presented by the stages of change model.

59. “I’m here just because my husband won’t stop talking to me about my weight.”

A. Pre-contemplation
B. Contemplation
C. Preparation
D. Action
E. Maintenance

60. “I know I need to start exercising, but I just don’t have the time.”

A. Pre-contemplation
B. Contemplation
C. Preparation
D. Action
E. Maintenance
Post Test: Motivational Interviewing

61. “I need to stop ordering so much take-out. I will need to find easy recipes to make at home.”

A. Pre-contemplation
B. Contemplation
C. Preparation
D. Action
E. Maintenance

63. “I joined a yoga studio and I have made some great friends already!”

A. Pre-contemplation
B. Contemplation
C. Preparation
D. Action
E. Maintenance

63. “I eat a balanced breakfast every day. I have done this for as long as I can remember.”

A. Pre-contemplation
B. Contemplation
C. Preparation
D. Action
E. Maintenance

Determine which of the following Motivational Interviewing principles matches with its definition:

64. The practitioner emphasizes the inherent value and potential of every human being.

A. Autonomy
B. Evocation
C. Absolute Worth
D. Affirmation
Post Test: Motivational Interviewing

65. The practitioner accepts and confirms the client’s irrevocable right to self-determination and choice.

A. Autonomy  
B. Evocation  
C. Absolute Worth  
D. Affirmation

66. The practitioner accentuates the positive seeking and acknowledging a person’s strengths and efforts.

A. Autonomy  
B. Evocation  
C. Absolute Worth  
D. Affirmation

67. The practitioner elicits the client’s personal motivation for a particular change.

A. Autonomy  
B. Evocation  
C. Absolute Worth  
D. Affirmation