

SAME BOAT CONSULTING

OARS Coding Sheet

Open Questions	
Affirmations	
Reflections	
Summaries	

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Motivational Interviewing Qualities Scoring Sheet

- Language appropriate Not appropriate Appropriate

0	1	2	3	4	5

- Reflective listening Not reflective Reflective

0	1	2	3	4	5

- Percent of talking by patient compared to interviewer

0%	20%	40%	60%	80%
(1)				(5)

- Respect Disrespectful Respectful

0	1	2	3	4	5

- Negotiation(Choice) One-sided Agenda Shared Agenda

0	1	2	3	4	5

- Affirmations Not Encouraging Encouraging self-change

0	1	2	3	4	5

- Knowledge of facts Low High

0	1	2	3	4	5

- Knowledge of resources Low High

0	1	2	3	4	5

- Allowing for silence and duration of pauses before jumping in

0	1	2	3	4	5

- Listening for cues Misses opportunities Uses opportunities to go deeper

0	1	2	3	4	5