Assignment 1: Discussion Question: Persuasive Interviewing

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**Motivational and Persuasive Interview Techniques**

Motivational interviewing technique in a counselling setting is done in order to strengthen the motivation and desire of alterations in the personality of the interviewee (Hettema, Steele, & Miller, 2015). Whereas, the persuasive interview is done in order to acquire the information in the interview which can be later utilised in the persuasive occasions (Krieger, & Neumann Jr, 2015). The most significant distinguishing factor between these two types of interview is that in a motivational interview it totally helps the interviewee. However, in a persuasive interview, it helps both gaining the mutual benefit from the interview for both the parties. The apparent similarity between these two techniques is that they both illicitly gain a response from the person getting interviewed. Motivational interviewing is based on the client, and it helps the client to change the association of fear.

**Ethical Consideration**

The ethical considerations regarding the motivational interview technique and persuasive technique are more or less similar. The interviewee should feel safe and secure while the interview, as such any kind of discomfort or harm would result in the inappropriateness of the interview technique. If the client’s aspirations are in contradiction with the aspirations of the counsellor or interviewee, it raises the ethical considerations with regard to the interview technique (Miller, & Rollnick, 2012). The ethics regarding effective interview techniques involve the guidelines and prescriptions related to the effectiveness of the efforts of persuasion. In this technique, the standards of ethics are considered in regard to the other's needs and societal good. It involves the value and confidentiality of the interviewee and interviewer.

The ethical considerations are important to consider while conducting the interview in counselling or business setting as the information provided by the interviewee is as precious and should be kept confidential so that the interviewee doesn't feel betrayed or cheated.

**References**

Hettema, J., Steele, J., & Miller, W. R. (2015). Motivational interviewing. *Annu. Rev. Clin. Psychol.*, *1*, 91-111.

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