Handbook of Motivational Counseling: Concepts, Approaches and Assessment

Client motivation is a topic of central importance for all those in the helping professions. Handbook of Motivational Counseling provides the link between empirically validated motivational theory and contemporary techniques. Drawing upon an international team of contributors, W. Miles Cox and Eric Klinger present a comprehensive guide to how motivational problems develop, how they can be identified, and how they can be corrected.

Topics include a full description of the Motivational Structure Questionnaire (MSQ), the Personal Concerns Inventory (PCI), and evidence that they are valid, reliable, and clinically useful. Systematic Motivational Counseling (SMC) is shown to be useful for substance abusers, and in rehabilitation for traumatic brain injuries, group treatment of psychiatric clients, work settings and a self-help program.

Other motivational interventions are also considered: logotherapy; the Motivational Drinker’s Check-Up; contingency-management to change substance abusers’ motivation; SMC with offenders; motivational interviewing in public health, medical, and health promotion contexts; and others.