### Supplemental online table 2.

### *Conditional indirect effects at different levels of MI spirit*

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  | *effect* | *SE\** | *[95%* | *CI]\** |  |  |  | *effect* | *SE\** | *[95%* | *CI]\** |
| Independent variable: MI technical skills  |  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low MI spirit (mean-1SD) | 0.0002 | 0.0007 | -0.0011 | 0.0016 |  |  | Low MI spirit (mean-1SD) | **0.0018** | **0.0010** | **0.0004** | **0.0044** |
|  |  | Medium MI spirit (mean) | 0.0002 | 0.0007 | -0.0012 | 0.0016 |  |  | Medium MI spirit (mean) | 0.0006 | 0.0006 | -0.0002 | 0.0022 |
|  |  | High MI spirit (mean+1SD) | 0.0002 | 0.0008 | -0.0012 | 0.0018 |  |  | High MI spirit (mean+1SD) | -0.0006 | 0.0006 | -0.0020 | 0.0003 |
| Independent variable: Open questions  |  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low MI spirit (mean-1SD) | 0.0003 | 0.0013 | -0.0014 | 0.0044 |  |  | Low MI spirit (mean-1SD) | **0.0063** | **0.0035** | **0.0010** | **0.0153** |
|  |  | Medium MI spirit (mean) | 0.0004 | 0.0014 | -0.0016 | 0.0042 |  |  | Medium MI spirit (mean) | 0.0029 | 0.0022 | -0.0001 | 0.0087 |
|  |  | High MI spirit (mean+1SD) | 0.0004 | 0.0016 | -0.0016 | 0.0052 |  |  | High MI spirit (mean+1SD) | -0.0005 | 0.0018 | -0.0039 | 0.0031 |
| *Continues on next page* |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | effect | SE\* | [95% | CI]\* |  |  |  | effect | SE\* | [95% | CI]\* |
| Independent variable: Simple reflections  |  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low MI spirit (mean-1SD) | 0.0003 | 0.0009 | -0.0013 | 0.0024 |  |  | Low MI spirit (mean-1SD) | 0.0029 | 0.0015 | 0.0006 | 0.0064 |
|  |  | Medium MI spirit (mean) | 0.0003 | 0.0010 | -0.0016 | 0.0024 |  |  | Medium MI spirit (mean) | 0.0012 | 0.0009 | -0.0001 | 0.0033 |
|  |  | High MI spirit (mean+1SD) | 0.0004 | 0.0012 | -0.0018 | 0.0029 |  |  | High MI spirit (mean+1SD) | -0.0005 | 0.0008 | -0.0024 | 0.0009 |
| Independent variable: Complex reflections  |  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low MI spirit (mean-1SD) | 0.0019 | 0.0032 | -0.0022 | 0.0116 |  |  | Low MI spirit (mean-1SD) | 0.0000 | 0.0051 | -0.0113 | 0.0099 |
|  |  | Medium MI spirit (mean) | 0.0022 | 0.0031 | -0.0031 | 0.0095 |  |  | Medium MI spirit (mean) | -0.0049 | 0.0035 | -0.0143 | 0.0003 |
|  |  | High MI spirit (mean+1SD) | 0.0024 | 0.0037 | -0.0035 | 0.0122 |  |  | High MI spirit (mean+1SD) | **-0.0098** | **0.0044** | **-0.0211** | **-0.0033** |

*Note*.

\* Estimated on 5000 bootstrap samples. Bold characters indicate significant conditional indirect effects. MI=Motivational interviewing; SE=Standard error; CI=Confidence interval; SD=Standard deviation.