### Supplemental online table 3.

### *Conditional indirect effects at different levels of empathy with percentage measures instead of frequencies*

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  | *effect* | *SE\** | *[95%* | *CI]\** |  |  | *effect* | *SE\** | *[95%* | *CI]\** |
| Independent variable: MI technical skills  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low empathy  | 0.0007 | 0.0009 | -0.0008 | 0.0028 |  | Low empathy  | **0.0018** | **0.0010** | **0.0004** | **0.0045** |
|  |  | Medium empathy  | 0.0008 | 0.0011 | -0.0010 | 0.0034 |  | Medium empathy  | 0.0010 | 0.0007 | -0.0001 | 0.0030 |
|  |  | High empathy  | 0.0009 | 0.0013 | -0.0011 | 0.0044 |  | High empathy  | 0.0002 | 0.0009 | -0.0018 | 0.0020 |
| Independent variable: Open questions  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low empathy  | 0.0010 | 0.0012 | -0.0010 | 0.0038 |  | Low empathy  | **0.0024** | **0.0013** | **0.0005** | **0.0059** |
| *Continues on next page* |  |  |  |  |  |  |  |  |  |  |
|  |  | Medium empathy  | 0.0011 | 0.0014 | -0.0011 | 0.0044 |  | Medium empathy  | **0.0015** | **0.0010** | **0.0001** | **0.0042** |
|  |  | High empathy  | 0.0013 | 0.0017 | -0.0010 | 0.0058 |  | High empathy  | 0.0006 | 0.0012 | -0.0016 | 0.0034 |
| Independent variable: Simple reflections  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low empathy  | 0.0010 | 0.0016 | -0.0007 | 0.0068 |  | Low empathy | **0.0088** | **0.0045** | **0.0021** | **0.0206** |
|  |  | Medium empathy  | 0.0010 | 0.0013 | -0.0005 | 0.0053 |  | Medium empathy  | **0.0058** | **0.0030** | **0.0014** | **0.0135** |
|  |  | High empathy  | 0.0010 | 0.0015 | -0.0006 | 0.0059 |  | High empathy  | 0.0027 | 0.0025 | -0.0009 | 0.0096 |
| Independent variable: Complex reflections  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low empathy  | 0.0015 | 0.0025 | -0.0010 | 0.0116 |  | Low empathy  | -0.0024 | 0.0040 | -0.0129 | 0.0039 |
|  |  | Medium empathy  | 0.0016 | 0.0021 | -0.0008 | 0.0088 |  | Medium empathy  | -0.0042 | 0.0033 | -0.0135 | 0.0000 |
|  |  | High empathy  | 0.0018 | 0.0026 | -0.0008 | 0.0116 |  | High empathy  | **-0.0060** | **0.0038** | **-0.0161** | **-0.0008** |

### *Conditional indirect effects at different levels of MI spirit with percentage measures instead of frequencies*

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  | *effect* | *SE\** | *[95%* | *CI]\** |  |  |  | *effect* | *SE\** | *[95%* | *CI]\** |
| Independent variable: MI technical skills  |  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low MI spirit (mean-1SD) | 0.0006 | 0.0009 | -0.0010 | 0.0026 |  |  | Low MI spirit (mean-1SD) | **0.0013** | **0.0009** | **0.0001** | **0.0041** |
|  |  | Medium MI spirit (mean) | 0.0007 | 0.0010 | -0.0011 | 0.0031 |  |  | Medium MI spirit (mean) | 0.0009 | 0.0007 | -0.0001 | 0.0029 |
|  |  | High MI spirit (mean+1SD) | 0.0008 | 0.0012 | -0.0012 | 0.0039 |  |  | High MI spirit (mean+1SD) | 0.0005 | 0.0010 | -0.0013 | 0.0027 |
| Independent variable: Open questions  |  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low MI spirit (mean-1SD) | 0.0008 | 0.0011 | -0.0011 | 0.0032 |  |  | Low MI spirit (mean-1SD) | **0.0020** | **0.0014** | **0.0003** | **0.0061** |
|  |  | Medium MI spirit (mean) | 0.0010 | 0.0013 | -0.0011 | 0.0040 |  |  | Medium MI spirit (mean) | **0.0014** | **0.0010** | **0.0001** | **0.0043** |
|  |  | High MI spirit (mean+1SD) | 0.0011 | 0.0016 | -0.0011 | 0.0053 |  |  | High MI spirit (mean+1SD) | 0.0008 | 0.0013 | -0.0015 | 0.0040 |
| *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) | 0.0006 | 0.0014 | -0.0008 | 0.0057 |  |  | Low MI spirit (mean-1SD) | **0.0045** | **0.0034** | **0.0001** | **0.0144** |
|  |  | Medium MI spirit (mean) | 0.0007 | 0.0012 | -0.0006 | 0.0047 |  |  | Medium MI spirit (mean) | **0.0043** | **0.0026** | **0.0005** | **0.0112** |
|  |  | High MI spirit (mean+1SD) | 0.0007 | 0.0014 | -0.0007 | 0.0055 |  |  | High MI spirit (mean+1SD) | 0.0041 | 0.0029 | 0.0000 | 0.0119 |
| Independent variable: Complex reflections  |  |  |  |  |  |  |  |  |  |  |  |
|  | Mediator: Change talk |  |  |  |  |  | Mediator: Sustain talk |  |  |  |  |
|  |  | Low MI spirit (mean-1SD) | 0.0015 | 0.0023 | -0.0011 | 0.0093 |  |  | Low MI spirit (mean-1SD) | -0.0029 | 0.0037 | -0.0126 | 0.0028 |
|  |  | Medium MI spirit (mean) | 0.0016 | 0.0021 | -0.0011 | 0.0080 |  |  | Medium MI spirit (mean) | **-0.0042** | **0.0031** | **-0.0132** | **-0.0002** |
|  |  | High MI spirit (mean+1SD) | 0.0017 | 0.0025 | -0.0010 | 0.0101 |  |  | High MI spirit (mean+1SD) | **-0.0056** | **0.0042** | **-0.0168** | **-0.0002** |

*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.