

Enhancing Motivation thru Change Talk

Change talk helps elicit a consumer's thoughts and feeling about change. Here are some evocative questions to ask:

1. Explore Advantages and Disadvantages of the Status Quo

- What do you like about your current situation?
- What worries you about your current situation?
- What is it about your current situation that others see as a reason for concern?
- How has your situation stopped you from getting what you want in life?
- _____

2. Explore Advantages and Disadvantages of Change

- What would you lose if you changed?
- What are the main reasons you see for making change?
- How would you like things to be different?
- What would be the the advantages of making the change?
- _____

3. Develop Optimism for Change

- When else in your life have you made a change? How did you do it?
- What personal strengths do you have that will help you succeed?
- Who can offer you helpful support as you make changes?
- _____

4. Clarify Intentions to Change

- So what do you intend to do?
- What do you think you might do?
- What would you be willing to try?
- _____

Adapted from Miller, W.R., & Rollnick, S. (2002). *Motivational interviewing: Preparing people to change addictive behavior* (2nd ed.). New York: Guilford Press.

