

OARS

Open-ended Questions— *ask for elaboration, more detail, in what ways, an example, etc.*

Affirming— *commenting positively on the person's statement*

Reflecting— *change talk, continuing the thought*

Summarizing— *collecting bouquets of change talk*

MI Processes



Engaging

Focusing

Evoking

Planning

Thinking About Change

What change(s) are you considering?

How important is it that you make this change?

How confident are you that you are able to make this change?

How ready are you to make this change?

Readiness Ruler

Not at all

0

1

2

3

4

5

6

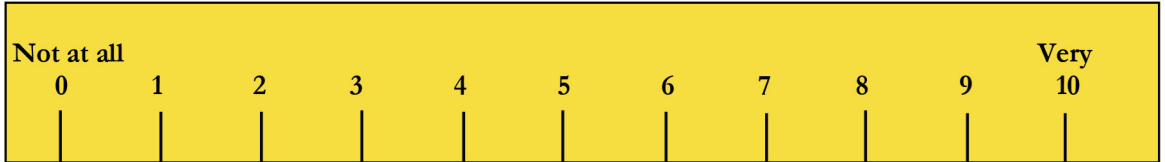
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10

Very



Preparatory Change Talk
(thinking about change)

Mobilizing Change Talk
(moving toward action)

Need

Reasons

Commitment

Ability

Activation

Desire

Levels of Change Talk

Taking Steps

Pre-Contemplation

Contemplation

Preparation

Action

Questions to Pull for Levels of Change Talk

Desire

- How badly do you want that?
- How would you like for things to change?
- How would you like for things to be different?
- What do you wish for ...?
- What would you enjoy about that?
- Tell me what you don't like about how things are now?

Ability

- How would you do that if you wanted to?
- What do you think you might be able to change?
- If you did decide to change, what makes you think you could do it?
- What abilities (skills) do you have that would make it possible?
- How have you managed this before?

Reasons

- What concerns do you have about ____?
- What concerns does your spouse/partner have about your ____?
- What has ____ cost you?
- What are some of the not-so-good things about ____?
- What would make it worth your while to ____?
- What might be some good things about no longer ____?

Need

- What needs to happen?
- How important is it for you to ____?
- How serious or urgent does this feel to you?
- What do you think has to change?
- Complete this sentence: I really must ____.

Commitment

- How are you going to do that?
- What will that look like?
- How are you going to make sure that happens?
- How will you know that you are ready?
- What do you think needs to happen next?

Activation

- How are you going to do that?
- What do you need to do first?
- What additional steps will be needed?
- Where will you get support?
- What help do you need to take action?

Taking Steps

Here the client is doing the work of treatment. (S)he is taking active steps toward goal.

This is not change talk but supporting actual change is happening

- How is it going?
- What is working?
- What are you struggling with?
- Is there anything else that you could do to help you?