

Eliciting Change Talk: Sample Questions and Statements

From:

https://media.heart.org/tga/pdf/MI_Strategies_and_Techniques_Handout.pdf

Questions to Elicit/Evoke Change Talk

- *“What would you like to see different about your current situation?”*
- *“What makes you think you need to change?”*
- *“What will happen if you don’t change?”*
- *“What will be different if you complete your probation/referral to this program?”*
- *“What would be the good things about changing your [insert risky/problem behaviour]?”*
- *“What would your life be like 3 years from now if you changed your [insert risky/problem behaviour]?”*
- *“Why do you think others are concerned about your [insert risky/problem behaviour]?”*

Elicit/Evoke Change Talk For Clients Having Difficulty Changing: Focus is on being supportive because the client wants to change but is struggling.

- *“How can I help you get past some of the difficulties you are experiencing?”*
- *“If you were to decide to change, what would you have to do to make this happen?”*

Elicit/Evoke Change Talk by Provoking Extremes: For use when there is little expressed desire for change. Have the client describe a possible extreme consequence.

- *“Suppose you don’t change, what is the WORST thing that might happen?”*
“What is the BEST thing you could imagine that could result from changing?”

Elicit/Evoke Change Talk by Looking Forward: These questions are also examples of how to deploy discrepancies, but by comparing the current situation with what it would be like to not have the problem in the future.

- *“If you make changes, how would your life be different from what it is today?”*
- *“How would you like things to turn out for you in 2 years?”*