**Evoking Questions**

**D – Desire**

**A – Ability**

**R – Reason**

**N – Need**

**C - Commitment**

* Why would you want to make this change?
* What do you hope our work together will accomplish?
* Tell me what you don’t like about how things are now.
* How do you want your life (this behavior) to be different a year from now?
* How important is it for you to…?
* How might you go about it in order to succeed in making this change?
* How confident are you that you could make this change if you made up your mind to do so?
* Of the different options you’ve considered, what seems most possible?
* What are the three best reasons for making this change?
* What have you noticed about … that might be a concern?
* Why would you want to make this change?
* What’s the downside of how things are now?
* What concerns you most about (this behavior)?
* How important is it for you to make this change and why?
* How serious does this feel to you?
* Complete this sentence: “I really must \_\_\_\_\_\_\_\_\_\_.”
* How might you succeed with this?
* So what do you think you will do?
* On a scale of 1-10 how likely do you think you are to make this change? Why a (higher number) instead of a (lower number)?

**Example Open Questions to Evoke Change Talk**

**Disadvantages of Status Quo**

What worries you about your current situation?

What makes you think that you need to do something about your ….?

What difficulties or hassles have you had in relation to your behavior?

What is there about your behavior that other people might see as reasons for concern?

In what ways does this concern you?

How has this behavior stopped you from doing what you want to do in life?

What do you think will happen if you don’t change anything?

**Advantages of Change**

How would you like for things to be different?

What would be the good things about ……?

What would you like your life to be like 5 years from now?

If you could make this change immediately, how might things be better for you?

The fact that you’re here indicates that at least part of you thinks it’s time to do something? What are the main reasons that you see for making a change?

What would be the advantages of making this change?

**Optimism about Change (Supporting Self Efficacy)**

What makes you think that if you did decide to make a change, you could do it?

What encourages you to think that you can change if you want to?

What do you think would work for you, if you decided to change?

When else in your life have you made a significant change like this? How did you do it?

How confident are you that you can make this change?

What personal strengths do you have that will help you succeed?

Who could offer you helpful support in making this change?