

## Motivational Interviewing Evoking Questions

### Evoking Questions

- 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)?

**D – Desire**

**A – Ability**

**R – Reason**

**N – Need**

**C - Commitment**

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### 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?