1. Ask Evocative Questions (Use Open-Ended Questions)
   
   *Examples:*
   
   - Why would you want to make this change? (Desire)
   - How might you go about it, in order to succeed? (Ability)
   - What are the three best reasons for you to do it? (Reasons)
   - How important is it for you to make this change? (Need)
   - So what do you think you’ll do? (Commitment)

2. Ask for Elaboration
   
   *When a change talk theme emerges, ask for more detail:*
   
   - In what ways?
   - How do you see this happening?
   - What have you changed in the past that you can relate to this issue?

3. Ask for Examples
   
   *When a change talk theme emerges, ask for specific examples:*
   
   - When was the last time that happened?
   - Describe a specific example of when this happens.
   - What else?

4. Looking Back
   
   *Ask about a time before the current concern emerged:*
   
   - How have things been better in the past?
   - What past events can you recall when things were different?
Ten Strategies for Evoking Change Talk

5. Looking Forward
Ask about how the future is viewed:
- What may happen if things continue as they are (status quo)?
- If you were 100% successful in making the changes you want, what would be different?
- How would you like your life to be in the future?

6. Query Extremes
Ask about the best and worst case scenarios to elicit additional information:
- What are the worst things that might happen if you don't make this change?
- What are the best things that might happen if you do make this change?

7. Use Change Rulers
Ask open questions about where the client sees themselves on a scale from 1-10:
- On a scale where one is not at all important, and ten is extremely important, how important (need) is it to you to change ______?
- Follow up: Explain why are you at a ___ and not (lower number)?
- What might happen that could move you from ____ to a ____[higher number]?
- How much do you want ____ (desire)?
- How confident you are that you could ____ (ability)?
- How committed are you to ____ (commitment)?

Example Change Ruler: On a scale of 1-10, how ready are you to make a change?

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<tbody>
<tr>
<td>1</td>
<td>5</td>
<td>10</td>
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<td>Not at all Ready</td>
<td>Somewhat Ready</td>
<td>Extremely Ready</td>
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Ten Strategies for Evoking Change Talk

8. Explore Goals and Values

*Ask what the person’s guiding values are:*

- What do they want in life?
- What values are most important to you? (Using value cards can be helpful here, please see below).
- How does this behavior fit into your value system?
- What ways does ___________ (the behavior) conflict with your value system?

9. Come Alongside

*Explicitly side with the negative (status quo) side of ambivalence:*

- Perhaps ___________ is so important to you that you won’t give it up, no matter what the cost.
- It may not be the main area that you need to focus on in our work together.

10. Explore Decisional Balance

*Explore Decisional Balance by asking first for the good things about changing/not changing:*

- Perhaps ___________ is so important to you that you won’t give it up, no matter what the cost.
- It may not be the main area that you need to focus on in our work together.

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**Value Cards:**

Help the client identify what values are most important to them at a given time in their lives.

Value Cards are easy to develop and can be adapted for many different clinical settings and clients.

*(Please see the reference section for an example set of Value Cards with instructions.)*

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**Example:**

**Purpose**

To have meaning and direction in my life