

Ten Strategies for Evoking Change Talk

1. Ask Evocative Questions: Use Open-Ended Questions

Why would you want to make this change? (desire)

How might you go about it 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

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 was the last time that happened?

Describe a specific example of when this happens.

5. Look Forward

What may happen if things continue as they are? (status quo)

If you were 100 percent 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

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

On a scale where

9. Come Alongside

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.

