

Motivational Interview: Evocative Questions

Coach Handout

Instructions for Coach: Don't try to persuade or fix anything. Don't offer advice. Instead, ask these four questions one at a time, and listen carefully to what the person says:

1. Why would you want to make this change?
2. If you did decide to make this change, how might you go about it in order to succeed?
3. What are the three best reasons for you to do it?
4. How important would you say it is for you to make this change, on a scale from 0 to 7, where 0 is not at all important, and 7 is extremely important? [Follow-up question: And why are you at _____ rather than a lower number or 0?]
After you have listened carefully to the answers to these questions, give back a short summary of what you heard, of the person's motivations for change. Then ask one more question:
5. So, what do you think you'll do?

Notes: