

Examples of Open-Ended Questions to Elicit Change Talk (Motivation):

Eliciting reasons and need for change/disadvantages of problem behavior

What worries you about your current situation?

What makes you think it might be time for a change?

What difficulties or hassles have you had because of your drug use? In what ways does this concern you?

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

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

Eliciting reasons and need for change/advantages of change

How would you like for things to be different?

What would be the good things about cutting back or stopping your drinking/drug use?

What would you like your life to be like three months from now? One year from now? Five years from now?

If you could make this change today by magic, how might things be better for you?

The fact that you're here tells me that at least part of you thinks it time to do something. What are the main reasons you see for making a change?

What would be the advantages of making this change?

Eliciting ability and confidence to change

What makes you think that if you decided to change, you could do it?

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

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

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

Who could support you in making this change?

Eliciting commitment to change

We've talked about a lot of things today. What are you thinking about your drinking at this point?

I can see that you're stuck at this moment. What's going to have to change?

Seeing all this, what might be the next step for you?

What do you think you might do?

What would you be willing to try?

Of all the things I've mentioned, which one sounds like it fits you best.