**Using DARN Questions to Elicit Change Talk**

**Desire**

“How would it *feel* if you succeeded in making this change?”

“How does the way things are make you *feel*?”

“What do you *hope* our conversation will accomplish?”

“Tell me what you don’t *like* about how things are now?”

“What would you *like* most about making a change?”

**Ability (confidence)**

“What is there about you that would help you to *make this change*?”

“What similar things have you *accomplished* in the past?”

“If you decided to do this, what first step seems the most *possible*?”

“How *confident* are on a scale of 1-10 that you could make this change?”

Follow with: “Why not a lower number?”

**Reasons**

“*Why* would you want to do this?”

“What are the three best reasons to do this?”

“What’s the *downside* of how things are now?”

“What might be the *good things* about making the change?”

“What would make it worth your while to do this?”

**Need (importance)**

“How *serious* or *urgent* does this feel to you?”  
“What do you think *has to* change?”

“What *needs* to happen?”

“How important is it to make the change on a scale of 1-10?”

Follow with: Why not a lower number?”