**Eight Strategies for Evoking Change Talk**

1. **Ask Evocative Questions (DARN)**

Ask open questions, the answer to which is change talk.

1. **Ask for Elaboration**

When a change talk theme emerges, ask for more detail. In what ways?

1. **Ask for Examples**

When a change talk theme emerges, ask for specific examples. When was the

last time that happened? Give me an example. What else?

1. **Look Back**

Ask about a time before the current concern emerged. How were things better,

different?

1. **Look Forward**

Ask what may happen if things continue as they are (status quo). Try the

miracle question: If you were 100% successful in making the changes you

want, what would be different? How would you like your life to be five years

from now?

1. **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?

1. **Use Change Rulers**

Ask, “On a scale from zero to ten, how important is it to you to [target change]

– where zero is not at all important, and ten is extremely important? Follow

up: And why are you at \_\_\_ and not zero? What might happen that could

move you from \_\_\_\_ to [higher score]? Instead of “how important” (need),

you could also ask how much you want (desire), or how confident you are that

you could (ability), or how committed are you to \_\_\_ (commitment). Asking

“how ready are you?” tends to be confusing because it combines competing

components of desire, ability, reasons and need.

1. **Explore Goals and Values**

Ask what the person’s guiding values are. What do they want in life?

If there is a “problem” behavior, ask how that behavior fits in with the person’s goals or values. Does it help realize a goal or value, interfere with it, or is it irrelevant?