
BOX 6.3. Example Open Questions to Evoke Change Talk

1. Disadvantages of the status quo

- What worries you about your current situation?
- What makes you think that you need to do something about your blood pressure?
- What difficulties or hassles have you had in relation to your drug use?
- What is there about your drinking that you or other people might see as reasons for concern?
- In what ways does this concern you?
- How has this stopped you from doing what you want to do in life?
- What do you think will happen if you don't change anything?

2. Advantages of change

- How would you like for things to be different?
- What would be the good things about losing weight?
- What would you like your life to be like 5 years from now?
- If you could make this change immediately, by magic, how might things be better for you?
- The fact that you're here indicates that at least part of you thinks it's time to do something. What are the main reasons you see for making a change?
- What would be the advantages of making this change?

3. Optimism about change

- What makes you think that if you did decide to make a change, you could do it?
- What encourages you that you can change if you want to?
- What do you think would work for you, if you decided to change?
- When else in your life have you made a significant change like this? How did you do it?
- How confident are you that you can make this change?
- What personal strengths do you have that will help you succeed?
- Who could offer you helpful support in making this change?

4. Intention to change

- What are you thinking about your gambling at this point?
- I can see that you're feeling stuck at the moment. What's going to have to change?
- What do you think you might do?
- How important is this to you? How much do you want to do this?
- What would you be willing to try?
- Of the options I've mentioned, which one sounds like it fits you best?
- Never mind the "how" for right now—what do you want to have happen?
- So what do you intend to do?