



## Tips for Encouraging Motivation to Change

- ✓ **Do I listen more than I talk?**  
✗ Or am I talking more than I am listening?
- ✓ **Do I keep myself sensitive and open to the person's issues, whatever they may be?**  
✗ Or am I talking about what I think the problem is?
- ✓ **Do I invite this person to talk about and explore his or her own feelings for change?**  
✗ Or am I jumping to conclusions and possible solutions?
- ✓ **Do I encourage this person to talk about his or her reasons for not changing?**  
✗ Or am I forcing them to talk only about change?
- ✓ **Do I ask permission to give my feedback?**  
✗ Or am I presuming that my ideas are what he or she wants to hear?
- ✓ **Do I reassure the person that ambivalence to change is normal?**  
✗ Or am I telling them to take action and push ahead for a solution?
- ✓ **Do I help this person identify successes and challenges from his or her past and relate them to present change effects?**  
✗ Or am I encouraging them to ignore or get stuck on old stories?
- ✓ **Do I seek to understand this person?**  
✗ Or am I spending a lot of time trying to convince them to understand me and my ideas?
- ✓ **Do I summarise for this person what I am hearing?**  
✗ Or am I just summarising what I think?
- ✓ **Do I value this person's opinion more than my own?**  
✗ Or am I giving more value to my viewpoint?
- ✓ **Do I remind myself that this person is capable of making his or her own choices?**  
✗ Or am I assuming that they are not capable of making good choices?