



soma

TRAINING & CONSULTANCY

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?