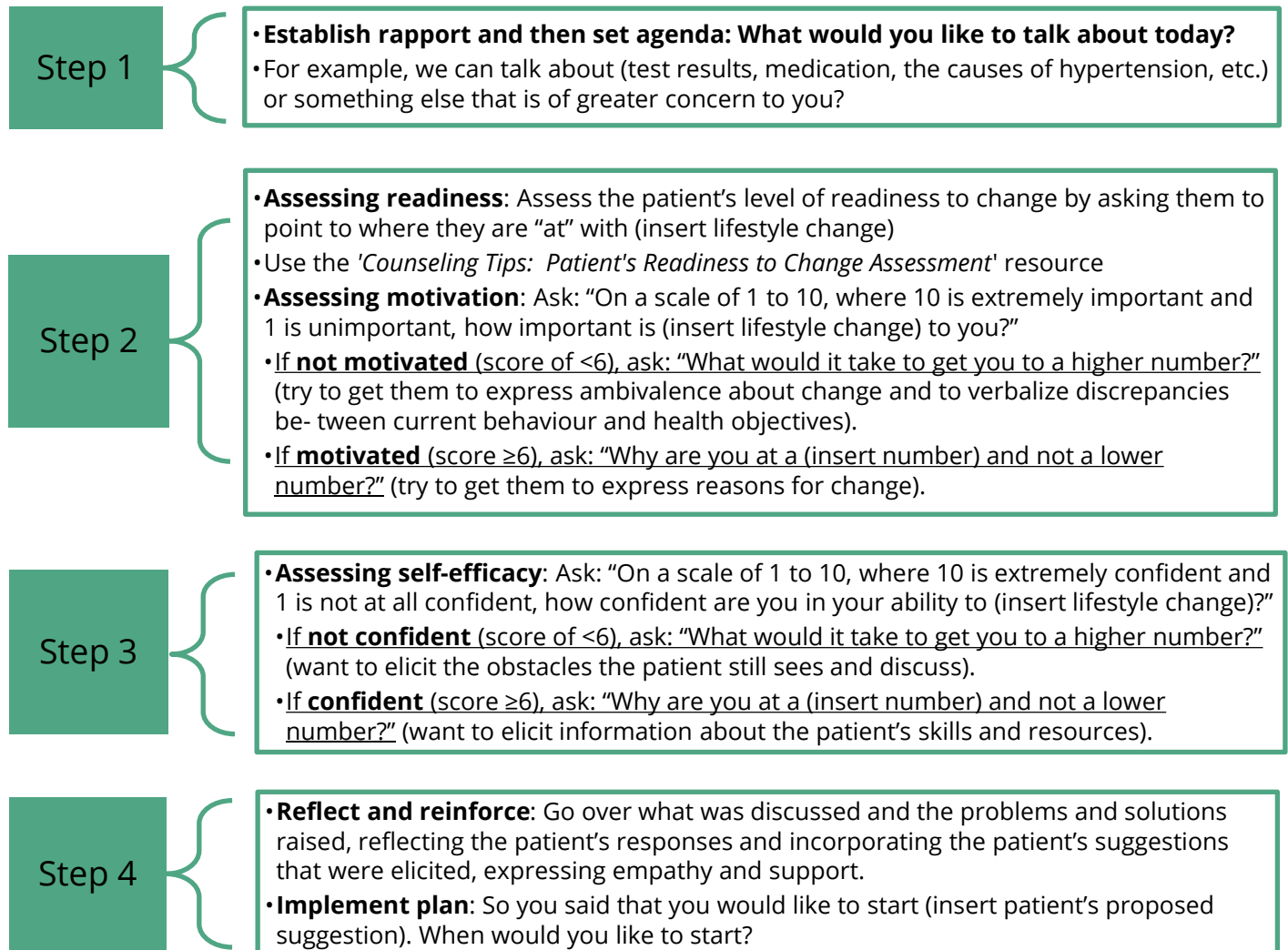


Assess motivation to change and help patients work on their ambivalence to change by eliciting “change talk”:



Questions to elicit change talk (can be used during steps 2 and 3):

- Disadvantages of the status quo** – What concerns you about (lifestyle)? What are you concerned might happen if you do not change (lifestyle)?
- Advantages of change** – How would you like things to be different? What do you see as the benefits of (lifestyle change)? What do you think you would be able to do if you changed (behaviour) that you have trouble doing now?
- Level of optimism about change** – What strengths or skills do you have that increase your chances of succeeding? What makes you think you would be able to change if you decided to do so?
- Intent to change** – What would you be willing to try? What do you think would be a good starting point for you? What do you think you will do?