



Sponsored by the Florida Alcohol & Drug Abuse Association and the State of Florida, Department of Children and Families



Encouraging Motivation to Change Am I Doing this Right?

1. **Do I listen more than I talk?**
 Or am I talking more than I listen?
2. **Do I keep myself sensitive and open to this person's issues, whatever they may be?**
 Or am I talking about what I think the problem is?
3. **Do I invite this person to talk about and explore his/her own ideas for change?**
 Or am I jumping to conclusions and possible solutions?
4. **Do I encourage this person to talk about his/her reasons for *not* changing?**
 Or am I forcing him/her to talk only about change?
5. **Do I ask permission to give my feedback?**
 Or am I presuming that my ideas are what he/she really needs to hear?
6. **Do I reassure this person that ambivalence to change is normal?**
 Or am I telling him/her to take action and push ahead for a solution?
7. **Do I help this person identify successes and challenges from his/her past *and* relate them to present change efforts?**
 Or am I encouraging him/her to ignore or get stuck on old stories?
8. **Do I seek to understand this person?**
 Or am I spending a lot of time trying to convince him/her to understand me and my ideas?
9. **Do I summarize for this person what I am hearing?**
 Or am I just summarizing what I think?
10. **Do I value this person's opinion more than my own?**
 Or am I giving more value to my viewpoint?
11. **Do I remind myself that this person is capable of making his/her own choices?**
 Or am I assuming that he/she is not capable of making good choices?