

OARS

Open-ended Questions— *ask for elaboration, more detail, in what ways, an example, etc.*

Affirming— *commenting positively on the person's statement*

Reflecting— *change talk, continuing the thought*

Summarizing— *collecting bouquets of change talk*

MI Processes



Engaging

Focusing

Evoking

Planning

Thinking About Change

What change(s) are you considering?

How important is it that you make this change?

How confident are you that you are able to make this change?

How ready are you to make this change?

Readiness Ruler

Not at all

0

1

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3

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5

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Very

