MOTIVATIONAL INTERVIEWING QUESTIONS: EVOKING CHANGE

TALK THROUGH "EXPLORING GOALS AND VALUES"

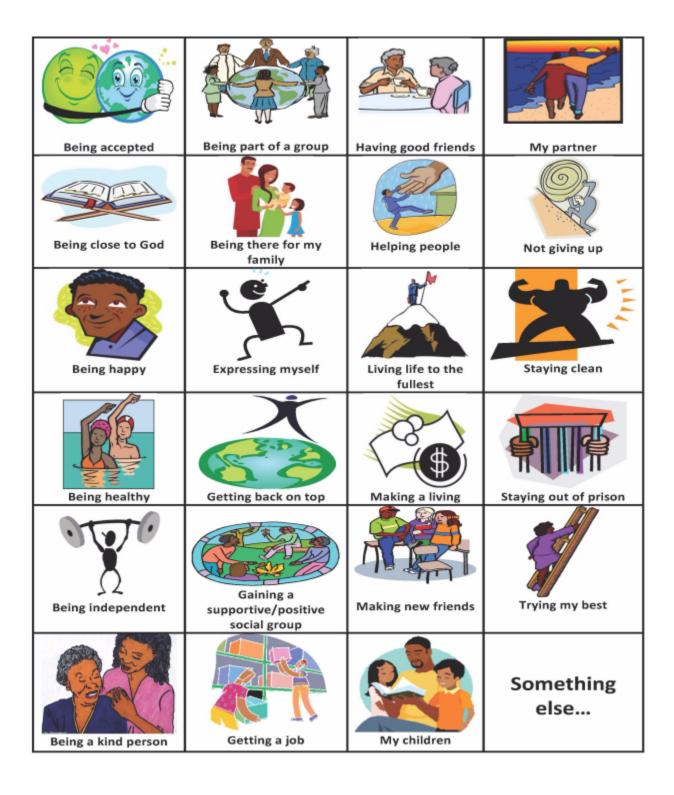
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When we ask the family what matters most to them, it can be a good way to continue building rapport. This conversation can explore what they really care about and how these goals and values may guide their lives. And we also know that goals and values are aspirations, so there may be some discrepancy (difference) between where the family is currently (related to these goals and values) and where they would like to be in the future. If this exploration is done in a respectful and genuine way, it can lead to the motivation the person needs to move forward and to make a change. Exploring goals and values may be discussed in the engaging, focusing, and evoking processes in order to find out from them their own motivation for change. The key, again, is to explore and discuss the discrepancy or difference between important goals and values and current behavior.

Visuals can be helpful if a person is "stuck" and may need some options or suggestions to think about related to their goals and values or if there are any literacy challenges. And this may be the tool that assists them in seeing the direction they want to be moving in.

Where do they want to be vx Where they are

Asking the questions (called evoking questions) that help a family consider this question and what it would take to get to what they want.



Exercise:

https://www.youtube.com/watch?v= TwVa4utpII

The value sort above is not the same as what you'll see in the video but this gives an example.

- 1. Watch the video and determine what's important to document. Discuss the class findings.
- 2. Watch the video again and mark in the table below with a check, each time you hear the counselor use one of the following types of change language.

Evocative Questions	Decisional Balancing	Elaboration	Examples	Look Back	Look Forward	Query Extreme	Change Rulers	Goals and Values	Come Alongside