

# 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.

 <p>Being accepted</p>	 <p>Being part of a group</p>	 <p>Having good friends</p>	 <p>My partner</p>
 <p>Being close to God</p>	 <p>Being there for my family</p>	 <p>Helping people</p>	 <p>Not giving up</p>
 <p>Being happy</p>	 <p>Expressing myself</p>	 <p>Living life to the fullest</p>	 <p>Staying clean</p>
 <p>Being healthy</p>	 <p>Getting back on top</p>	 <p>Making a living</p>	 <p>Staying out of prison</p>
 <p>Being independent</p>	 <p>Gaining a supportive/positive social group</p>	 <p>Making new friends</p>	 <p>Trying my best</p>
 <p>Being a kind person</p>	 <p>Getting a job</p>	 <p>My children</p>	<p>Something else...</p>

