

DARN

Desire: want, wish, like

- How would you like for things to change?
- What do you hope our work together will accomplish?
- How do you want your life to be different a year from now?

Ability: can, could, able (which does not commit them to doing it)

- How confident are you that you could_____ if you made up your mind?
- Of these various options you've considered, what seems most possible?
- Thinking about this change, what strengths do you have that would help you?
- Tell me about a time that you made a difficult change, how did you do that?

Reason: specific reasons for change

- What might be the good things about this change?
- What would this mean for your family if you were able to make this change?
- What are some of the reasons you have considered for making this change?

Need: Need to, have to, must, important (without specific reason)

- How important is it for your family to_____?
- How serious or urgent does this feel to you?
- What do you think has to change?

CAT

Commitment: will, intend to, going to

- How might you go about making this change?
- What gives you some confidence that you can do this?

Activation: ready to, willing (without specific commitment)

- What exactly are you prepared to do?
- When will you do it?

Taking Steps: reporting recent specific action

- What might be your next step?
- What obstacles do you foresee, and how might you deal with them?

*For more information on these techniques check out skills related to
Motivational Interviewing!*

Evoking Change

Importance Ruler "On a scale from 0 to 10, how important is making this change to you?"

*Follow with ... "What makes you at ____ (number given) instead of ____ (lower number)?" *always pick a lower number!*

Query Extremes "Suppose you continue along without changing, what is the worst that can happen?"

Follow with... "What will be the best thing to happen if you do decide to make this change?"

Looking Forward "How would you like things to turn out in five years or so?"

Looking Back "Do you remember a time when things were going well? What has changed?"

Exploring Goals and Values " you have told me that _____ is important to you, I wonder how this change fits with that value?"

- **Open ended questions**
 - **Affirmations**
- **Reflective listening**
- **Summarizing**