The motivational interview

**What is the problem that needs solving?**

* What are some of the good things about the present situation?
* What are the not so good things about the present situation?

Note the interviewer’s role is to help the person identify problems accurately and work out themselves how to solve these.

**Consider the disadvantages of the status quo:**

What worries you about your current situation?

What makes you think that you need to do something about the problem?

What difficulties or hassles have you had in relation to the problem?

What is there about your behaviour in the room that you or other people might see as reasons for concern?

What do you think will happen if you don’t change anything?

**Consider the advantages of change:**

How would you like things to be different?

What would be the good things about solving this problem?

What would you like your life to be like five years from now?

If you could make this change immediately, by magic, how might things be better for you?

What are the main reasons you see for making a change?

What would be the advantages of making this change?

**Evoking the intention to change:**

I can see that you’re feeling stuck at the moment. What’s going to have to change?

How important is this to you? How much do you want to do this?

Of the options I’ve mentioned, which one sounds like it fits you best?

Never mind the ‘how’ for right now—what do you want to happen?

So what do you intend to do?

**Evoking optimism about change:**

What makes you think that if you did decide to make a change, you could do it?

What do you think would work for you if you decided to change?

When else in your life have you made a significant change like this? How did you do it?

How confident are you that you can make this change?

What personal strengths do you have that will help you succeed?

Who could offer you helpful support in making this change?