

# Motivational Interviewing Tools

## Tool 1 Helping clients shift in motivation

“On a scale of 1-10, how important is it for you to make changes to  
*...your eating habits etc*”

“On a scale of 1-10, how confident are you of being able to make  
such a change?”



- “Why have you placed yourself there?”
- “Why not lower?”
- “What would be happening if you found yourself 1 or 2 points higher?”

Repeat the scale question at each session as it can aid reflection on positive changes and indicate when they want to finish with a professional.

## **Tool 2**

### **Visualise Preferred futures/ best hopes.**

The emphasis is on:

‘What do you want?’ rather than ‘what don’t you want.?’

‘What will be the first small signs that things are improving?’ not  
“how would you get there

- **Think about what might happen if you do change.**

“What would be the first change you would notice?”

“What would it be like for you?”

“How might things be different?”

- **Imagine if you stay as you are.**

“How might things be in the future?”

“What might be different ?”

### Tool 3

## Motivation to change versus the motivation to stay as you are

### Addressing the Pros and Cons of change

The client needs the opportunity to explore the good things and not so good things that come from making changes.

- **The benefits need to outweigh the negatives**

*“What would be 3 best benefits to you personally of.....?” “What else?”*

- **Blocks and barriers need to be addressed, building on the confidence to change – coping strategies**

*“Shall we explore some coping strategies to deal with these blocks?”*

- **The good things about current behaviour that will be missed with ‘change’ need to be replaced with something that gives the same positives without the ‘risk’**

*“What would give you the same positives without the risks.?”*

<b>Positives of change</b>	<b>Negatives of changing</b>
<b>Negatives of not changing</b>	<b>Positives of staying as you are</b>