



Encouraging motivation to change questionnaire

Ask yourself the following questions as a way to determine whether or not your interactions with clients are motivational or could use some work...

1. *Do I listen more than I talk?*
Or am I talking more than I listen?
2. *Do I keep myself sensitive and open to these persons issues, whatever they may be?*
Or am I talking about what I think the problem is?
3. *Do I invite this person to talk about and explore his/her own ideas for change?*
Or am I just jumping to conclusions and possible solutions?
4. *Do I encourage this person to talk about his/her reasons for not changing?*
Or am I forcing him/her to talk only about change?
5. *Do I ask permission to give feedback?*
Or am I presuming that my ideas are what he/she really needs to hear?
6. *Do I reassure this person that ambivalence to change is normal?*
Or am I telling him/her to take action and push ahead for a solution?
7. *Do I help this person identify successes and challenges from his/her past and relate them to resent change efforts?*
Or am I encouraging him/her to ignore or get stuck on old stories?
8. *Do I seek to understand this person?*
Or am I spending a lot of time trying to convince him/her to understand me and my ideas?
9. *Do I summarise for this person what I am hearing?*
Or am I just summarising what I think?
10. *Do I value this persons opinion more than my own?*
Or am I giving more value to my viewpoint?
11. *Do I remind myself that this person is capable of making his/her own choices?*
Or am I assuming that he/she is not capable of making good choices?

Results

If you agreed mainly with the questions in *'italics'* then you are likely working in a way that is more motivational. If not then ask yourself 'what might I need to do in order to work in this way?'

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