

Approach	Description	Examples
Ask evocative questions	Ask questions about: <ul style="list-style-type: none"> • Disadvantages of the status Quo • Advantages of change • Optimism of change • Intent to change 	“What do you think will happen if you don’t change anything?” “What are some benefits of becoming more physically active?” “What changes would work best for you?” “What do you intend to do?”
Importance “ruler”	Ask simple questions to assess how important physical activity is to the person and what might make it more important	“On a scale of 1-10, how important is it for you to be Physically Active?” “Why do you believe that?” “What would it take for you to increase the importance of exercise?”
Confidence “ruler”	Ask simple questions to assess the person’s confidence and what might increase their confidence in change.	“How confident are you that you can engage in regular Physical Activity?” After client responds “What makes you feel that way?” “What would it take for you to feel more confident about this?”
Exploring pros and cons	Encourage the person to discuss the positive and negative aspects of their present behavior	“What do you like about being Physically inactive?” “Are there disadvantages of being Physically inactive?”
Elaborate	When there are arguments for change, encourage the person to elaborate to reinforce change Talk.	“You said exercise might make you feel better. Can you tell me more about that?”
Query extremes	When there is a little desire to change, encourage them to consider extreme consequences of not changing and best consequences of changing.	“Suppose you continue on as you have- without physical activity in your life. What do you imagine are the worst things that might happen to you?” “What might be the best results you could imagine if you make a change?”
Look Back	Help the person remember a time in their life when they were Physically Active.	“You mentioned that you used to walk regularly. What was that like?”
Look forward	Help the person envision a changed future	“If you don’t like what you see about your future self, how would you like things to be different?”
Explore values and goals	Ask the person to tell you what things are most important in their life, then ask if being inactive fits the picture.	“What in life is most important to you?” After patient responds; “Does being physically active or inactive matter to this?”

