



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?'

Make the most of your interactions with offenders. Would you like to effectively engage with offenders in group, work to best practice and ultimately help offenders to make positive changes?

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