

READINESS TO CHANGE - THE RULERS & RATING QUESTIONS

Readiness to change is influenced by how important clients/patients think it is to change and how confident they feel in their own ability to change.

It's best to check **how important it is** for someone to change **first**, as even if a client/patient feels **really confident** in their ability to change, if they don't see change as important they'll never feel motivated!

The importance ruler and rating questions

How important is it to you to work on _____ given the other priorities you have in your life? Where 0 = not important and 10 = very important.



Rating questions:

What makes you choose that number and not a lower number? (Eg Why a 6 & not a 3?)
- evokes change talk - the client's reasons for change (motivational hooks)

What would it take to move your score to a higher number? (e.g. why a 6 & not a 9?)
- reveals the barriers and reasons why change is not a priority.

If importance is high, ask about confidence

The confidence ruler and rating questions

How confident are you on a scale of 1-10, that you can make this change today or tomorrow morning? Where 0 = not confident and 10 = very confident



What makes you choose that number and not a lower number? (Eg Why a 6 and not a 3?)
- evokes change talk - the reasons why the client thinks they have the ability to change (confidence)

What would it take to move your score to a higher number? (e.g. why a 6 & not a 9?)
- reveals the barriers and and reasons why the client feels unsure they can change.