

Foundations of Behaviour Change: Motivational Communication

Primary Health Care

Ask

- Questions point you towards the patient's perspective, agenda, goals; help you to better understand their barriers.
- Questions make it personal; statements make it about the service.

What's your first step?

What aren't you saying?

What will you do?

What's another way to look at it?

Why is this important to you?

What is hard about it?

How can I be most helpful to you?

How can I be most helpful to you?

What are you willing to change today?

What's your first step?

What are your ideas about what you think will be helpful?

What needs to happen today so when you leave you will feel this was worthwhile?

If we were only going to meet once, what would you want to focus on?

