

Observation Sheet 5: Eliciting Change Talk

Listen for how the counselor elicits change talk. As you hear them, place a hash mark (/) in the box to reflect the type and number of questions and reflections. Also focus on how they responded to change talk and make comment as you see fit.

Strategy	Questions: examples and number (/)	Reflections: examples and number (/)	How did they respond to change talk? (e.g. reflect, ask for elaboration?)	Other Comments
Exploring Ambivalence (Evocative questions)				
Readiness Rulers: Assessing Importance and Confidence				
Exploring Discrepancies (Decisional balance, Elaborating, Querying extremes, Looking back, Looking forward, Exploring goals and Values				