

Assessing Importance and Confidence

Assessment Ruler

“How important would you say it is for you to _____?” On a scale from 0 to 10, where 0 is not at all important and 10 is extremely important, where would you say you are?

0	1	2	3	4	5	6	7	8	9	10
Not at all Important										Extremely Important

“And how confident would you say you are that if you decided to _____, you could do it?” On the same scale from 0 to 10, where 0 is not at all confident and 10 is extremely confident, where would you say you are?

Four Participant Profiles

<u>Low importance, low confidence</u> These people neither see change as important nor believe that they could succeed in making such a change if they tried.	<u>Low importance, high confidence</u> These people are confident that they could make the change if they thought it were important to do so but are not persuaded that they want to change.
<u>High importance, low confidence</u> Here the problem is not in willingness to change, for these people express desire to do so. The problem is low confidence that they could succeed if they tried.	<u>High importance, high confidence</u> These people see it is important to change and also believe that they could succeed.

Source: Miller R, Rollnick S. Motivational Interviewing: Preparing People for Change. New York: The Guilford Press, 2002.

To determine the participant profile ask questions to determine their readiness and ability to change at this time. These questions can include the following:

Assessing Importance

Ask the participant the following 2 questions and then explore each with suggested questions below.

How important is the change to you?

How successful do you think you will be regarding the change?

Useful questions to explore importance:

- What would have to happen for it to become more important for you to change?
- What would have to happen before you seriously considered changing?
- Why have you given yourself such a high score on importance?
- What would need to happen for your importance score to move up from ... to ...?
- What stops you moving up from ... to ...?
- What are the good things (or things you like) about (current behavior)?
- What are some of the less good things (or things you dislike) about (current behavior)?
- What concerns do you have about (current behavior)?
- If you were to change, what would it be like?
- Where does this leave you now? (When you want to ask about change in a neutral way.)

Useful questions to build confidence:

- What would make you more confident about making these changes?
- Why have you given yourself such a high score on confidence?
- How could you move up higher, so that your score goes from ... to ...?
- How can I help you succeed?
- Is there anything you found helpful in any previous attempts to change?
- What have you learned from the way things went wrong last time you tried?
- If you were to decide to change, what might your options be? Are there any ways you know about that have worked for other people?
- What are some of the practical things you would need to do to achieve this goal? Do any of them sound achievable?
- Is there anything you can think of that would help you feel more confident?

Source: Rollnick S, Mason P, Butler C. Health behavior change – A guide for practitioners. New York: The Churchill Livingstone, 1999.