

Asking Evocative Questions

Desire

"How would you like for things to change?"

"What do you hope our work together will accomplish?"

"Tell me what you don't like about how things are now?"

"How do you want your life to be different a year (day, week, month) from now?"

"What do you wish for in your marriage?"

"What are you looking for from this program?"

Ability

"If you did really decide you want to lose weight, how could you do it?"

"What do you think you might be able to change?"

"What ideas do you have for how you could _____?"

"How confident are you that you could _____ if you made up your mind?"

"Of these various options you've considered, what seems most possible?"

"How likely are you to be able to _____?"

Reasons

"Why would you want to get more exercise?"

"What's the downside of how things are now?"

"What might be the good things about quitting drinking?"

"What would make it worth your while to _____?"

"What could be some advantages of _____?"

"Finish this sentence: 'Things can't go on the way they have been because....?'"

"What might be the three best reasons for _____?"

"Most people faced with a possible change feel two ways about it. You've probably got several reasons to keep things as they are, and you probably have considered a few reasons to make a change as well. What are some of the reason you have considered for making this change?"

Need

"What needs to happen?"

"How important is it for you to _____?"

"How serious or urgent does this feel to you?"

"What do you think has to change?"

"Complete this sentence: 'I really must _____'"