

# Motivational Interviewing: *Reasons* Questions Worksheet

Asking open-ended questions is one of the most direct ways of evoking change talk during Motivational interviewing and can invite change to happen (Miller & Rollnick, 2013).

The DARN acronym is a useful reminder for four types of speech in preparatory change talk:

- Desire
- Ability
- Reasons
- Need

## **Reasons** questions and answers

In time, the person may begin to recognize good reasons for change. Reason questions ask for specific reasons *why* they would change (Miller & Rollnick, 2013).

They may not yet want to change or feel capable of change, but they may be able to list reasons for and against. Answers often take the form of an *if ... then* statement:

*If I exercise, then I will be in better shape.*

The following table asks the reason for change and then captures *why* (modified from Miller & Rollnick, 2013):

Questions (examples)	Answers (capture different themes in separate boxes)
<p>What are the downsides with how things are now?</p> <p>What are the advantages of ...?</p> <p>Why do you want to ...?</p> <p>What might be good about stopping (drinking/smoking, etc.)?</p>	<div style="border: 1px solid #ccc; height: 100%; width: 100%;"></div>

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**References**

- Miller, W. R., & Rollnick, S. (2013). *Motivational Interviewing: Helping People Change*. New York: Guilford.

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