listen	assess importance	resolving ambivalence	preparing to make changes	take action
reflect content feelings intuition summarize signpost **don't** offer solutions judge, ignore cross examine **do** listen, eye level mirror posture open posture nod where is pt looking? **encourage** minimal.. grunts open questions	**score** readiness, confidence, score 1-10 **raise awareness** **create ambivalence, don't push** **reluctant** what concerns could there be any positives how much worse do you need to get before.... **rebellious** you are right, you are probably not...or are you? only you can decide **resigned** resigned...tried and failed.. explore barriers, instill hope what obstacles, what one small step **rationalise** o what are the positives about (smoking); are there any negatives, of course you can come to your own conclusion	t changing what will happen if u don't change what do you imagine are the worst things that might happen , effect on family **benefits of changing** what would be the greatest benefit of changing now..create image of what you want how would you like to be as person if things were different what would be the best result you could imagine what would your life be like in 5 years if you really changed now **connect to what's important** laddering...whats really important about that, and in achieving that, what would be even more important **benefit is of current problem** escape, relieve negative feelings, hurt someone else, less lonely, feel good, one thing i can do, feel loved ..need healthy ways to address these **obstacles to changing** **keep a diary of thoughts before, during, benefits**	**Results** what result.. **Reasons** because **Right actions** list **generate commitment** **public** **personal** **deal with obstacles** **signature strengths** list of achievements, what did you do /how/steps/ focus/ obstacles eg trustworthy (homework)	**energy states** **changing states** **pattern interrupts** changing focus distance from negative enhance positive relaxation **specific task** **stay on track** maintain commitment what has been different? what will it cost to give up dire emergency card lapse/relapse when learn from relapse