

## **Changing the Conversation to Support Housing Stability Introspection Exercise**

Think about a risky or problem behavior you have tried to change at some point in your life. You will not be expected to share this with the group.

1. What was your age when you first experienced this behavior?
2. What was your age the first time you recognized it was risky or experienced a negative consequence as a result of the behavior?
3. What was your age the first time you made an earnest attempt to change your behavior?
4. What was your age when you finally made the change you desired?
5. Have you ever experienced a relapse or recurrence of your undesired behavior?
6. Think of individuals who tried to help you change your behavior but were not helpful. What about their behavior was not helpful?
7. Think of individuals who were helpful to you in changing your behavior. What about their behavior was helpful?

<b>Stage of Change</b>	<b>Person's Perspective</b>	<b>Strategies</b>
<b>Pre-contemplation</b> <i>"Unaware"</i> <i>"Not Interested"</i>	"Nothing needs to change."	<ul style="list-style-type: none"> <li>• Build relationship and trust</li> <li>• Be curious about what matters to the person</li> <li>• Consider the person's perspective</li> <li>• Start where the person is and look for opportunities to raise awareness</li> </ul>
<b>Contemplation</b> <i>"On the Fence"</i>	"I am considering change."	<ul style="list-style-type: none"> <li>• Collaborate with the person to identify their personal goals</li> <li>• Acknowledge mixed feelings about making a change</li> <li>• Explore discrepancy between the person's goals and current behavior</li> </ul>
<b>Preparation</b> <i>"Testing the Waters"</i>	"I am figuring out when and how to change."	<ul style="list-style-type: none"> <li>• Collaborate to identify small action steps towards the person's goals</li> <li>• Build confidence by acknowledging person's strengths and small change efforts</li> <li>• Identify and problem solve barriers</li> <li>• Provide options and connect with resources</li> <li>• Share information</li> </ul>
<b>Action</b> <i>"Started Moving"</i>	"I'm making changes and working on reaching my goals."	<ul style="list-style-type: none"> <li>• Continue to collaborate with the person regarding the plan and/or refining action steps towards goals</li> <li>• Monitor and assist with access to needed resources (i.e. treatment)</li> <li>• Offer support</li> <li>• Acknowledge progress towards goals</li> </ul>
<b>Maintenance</b> <i>"Holding Steady"</i>	"I've changed and now I'm considering new goals."	<ul style="list-style-type: none"> <li>• Collaborate with the person to identify new personal goals</li> <li>• Monitor for decreased confidence to maintain the change</li> <li>• Offer support</li> <li>• Monitor for return to prior behaviors</li> </ul>
<b>Relapse Prevention</b> <i>"Revisiting the Past"</i>	"I've gone back to old behaviors. Have I lost everything I worked for?"	<ul style="list-style-type: none"> <li>• Identify which stage of change the person is revisiting</li> <li>• Relapse is an opportunity to learn and refine change plans</li> <li>• Offer hope</li> </ul>

## Sample Open-ended Questions

### General Questions:

1. How are you feeling today?
2. What is worrying you most about ...?
3. What concerns you most about ...?
4. How have you been doing since our last appointment?
5. What happens when ...?
6. Say more about when you first noticed...?
7. Tell me more about...?

### Evoking Change Language Questions

#### 1. Ask Evocative Questions – Use Open-Ended Questions

Examples:

- a. “Why would you want to make this change?” (Desire)
- b. “How might you go about it, in order to succeed?” (Ability)
- c. “What are the best reasons for you to do it?” (Reasons)
- d. “How important is it for you to make this change?” (Need)
- e. “What do you think you’ll do?” (Commitment)

#### 2. Explore the Pros and Cons

Examples:

- a. “What are the benefits of staying the same?”
- b. “What are the not so good things about staying the same?”
- c. “What would be the benefits of making this change?”
- d. “What would be the not so good things about making this change?”

#### 3. Ask for Elaboration

When change language emerges, ask for more detail:

- a. “In what ways?”
- b. “How do you see this happening?”
- c. “Tell me about your past experiences with \_\_\_\_?”
- d. “What else?”

#### 4. Ask for Examples

When change language emerges, ask for specific examples.

- a. “Tell me about the last time \_\_\_\_\_?”
- b. “Describe a specific example of when this happens.”
- c. “What are some examples of problems you’ve had with \_\_\_\_\_?”

## 5. Looking Back

Ask about a time before the current concern emerged:

- a. "Tell me about a time when things were going well?"
- b. "What are the differences between now and before this was a concern?"
- c. "What were things like before \_\_\_\_\_?"
- d. "How has this concern interfered with your life?"

## 6. Look Forward

Ask about how the future is viewed:

- a. "What may happen if things continue as they are (status quo)?"
- b. "If you were 100% successful in making the changes you want, what would be different?"
- c. "How would you like things to be next year?"

## 7. Query Extremes

Ask about the best and worst case scenarios to elicit additional information:

- a. "What are the best things that might happen if you do make this change?"
- b. "What are the worst things that might happen if you don't make this change?"

## 8. Use Change Rulers

Ask open questions about where the client sees themselves on a scale from 1 – 10.

- a. "On a scale where one is not at all important, and ten is extremely important, how important (need) is it to you to change \_\_\_\_\_?"
- b. "Follow up: Explain why you are at a \_\_\_ and not (lower number)?"
- c. "What might happen that could move you from \_\_\_ to a \_\_\_\_\_ [one number higher]?"

## 9. Explore Goals and Values

- a. Ask what the person's guiding values are.
- b. "What is most important to you?"
- c. "How does this behavior fit with who you are?"
- d. "In what ways does this situation conflict with where you see yourself?"
- e. "What are the three most important things to you?"

## 10. Come Alongside

Explicitly side with the negative (status quo) side of ambivalence.

- a. "Perhaps \_\_\_\_\_ (unhealthy behavior) is so important to you that you won't give it up, no matter what the cost."
- b. "You're not interested in talking about this right now. You are more concerned about \_\_\_\_\_."
- c. "You may not be able to do this right now."

## Hypothetical questions when importance and confidence are low

1. "What might you say to a friend or family member who was in this situation?"
2. "What would be something to happen that would let you know it was time for a change?"
3. "If you were to make this change, how might you go about doing so?"
4. "Not now, but when the time is right for you, what might your next step be?"