



The Readiness Ruler — Exploring Motivation for Change

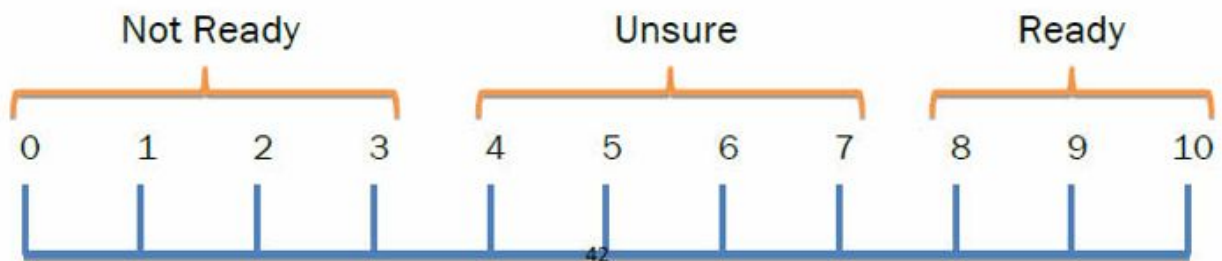
The Readiness Ruler is a helpful tool to support the use of Motivational Interviewing (MI), an evidence-based treatment, by service providers. MI is a conversational approach designed to help with the following

- Discover someone's interest in considering and/or making a change in their life (e.g., diet, exercise, managing symptoms of physical or mental illness, reducing and eliminating the use of alcohol, tobacco, and other drugs)
- Express in their own words their desire for change (i.e., "change-talk")
- Examine ambivalence about the change
- Plan for and begin the process of change
- Elicit and strengthen change-talk
- Enhance their confidence in taking action and noticing that even small, incremental changes are important
- Strengthen their commitment

The Readiness Ruler — and related MI principles and practices — can be used to help guide conversations about personal change.

Instructions: As you ask the interviewee questions about making a change, have them place a finger on the readiness ruler, representing their answer to the following question:

On the following scale from 1 to 10, where 1 is definitely not ready to change and 10 is definitely ready to change, what number best reflects how ready you are to change _____ ?



To further explore motivations and readiness, experiment with the questions listed below.



Three Types of Readiness Rulers

Importance	How important is this change to you?
Confidence	How confident do you feel in your ability to make the change?
Readiness	How ready are you? Is this a priority right now?

Questions to Ask When Talking About Readiness

Open-Ended Questions

- Tell me what is causing challenges for you right now?
- What makes you think it might be time for a change?
- What happens when you behave that way?
- Tell me more about when this first began...

Questions for Eliciting Change Talk

- What makes you think you need to change?
- What would you like to see different about your current situation?
- What will happen if you don't change?
- What would be the good things about changing your ...?
- How can I help you get past some of the difficulties you are experiencing?
- If you were to decide to change, what would you have to do to make this happen?
- If you make changes, how would your life be different from what it is today?
- How would you like things to turn out for you in 6 months?

Questions for Increasing Confidence

- What do you think you might do to increase the importance/confidence about changing your ...?
- What would need to happen for your importance/confidence score to move from a (insert #) to a (insert higher #)?
- What would it take to move from a (insert #) to a (insert higher #)?
- It seems you've been working hard to This is different than before. How have you been able to do that?