

Strategies for Assessing Importance and Confidence

Importance

- How do you feel **at this moment** about [behavior change]? How **important** is it to you personally to [change]? If 0 was 'not important' and 10 was 'very important', what number would you give yourself?

Confidence

- If you decided right now to [change], how confident do you feel about succeeding with this? If 0 was 'not confident' and 10 was 'very confident', what number would you give yourself?

Where to go next?

- If the importance rating is low, focus on this
- Focus on the lower number, particularly if there is a discrepancy between the ratings
- If ratings are roughly equal, start with importance
- If both are low, it may not be the right time to focus on behavior change. Share this observation with the patient and try to understand exactly how they are feeling. Consider that some other issue might be more relevant.

Useful Questions for Exploring Importance and Building Confidence

Exploring Importance

- What would have to happen for it to become much more important for you to change?
- What would have to happen before you seriously considered changing?
- Why have you given yourself such a high score on importance?
- What would need to happen for your importance score to move up from x to y?
- What stops you moving up from x to y?
- What are the good things about ...[current behavior]?
- What are some of the things you don't like about [current behavior]?
- What concerns to you have about [current behavior]?
- If you were to change, what would it be like?

Exploring Confidence

- What would make you more confident about making these changes?
- Why have you given yourself such a high score on confidence?
- How could you move up higher, so your score goes from x to y?
- How can I help you succeed?
- Is here anything you found helpful in any previous attempts to change?
- What have you learned from the way things when wrong last time you tried?
- If you were to decide to change, what might your options be? Are there any ways you know about that have worked for other people?
- What are some of the practical things you need to do to achieve this goal? Do any of them sound achievable?
- Is there anything you can think of that would help you feel more confident?