

Strategies and Change Talk in Exercise Video

00:30

Evocative question. Ask for challenges. (Reason, Need.)

2:35

Look forward or backward. Look back to how you were able to overcome challenge in the past. (Ability.)

3:40

Look forward or backward. Look forward to when you're successful, what does that look like? (Desire, Reason.)

4:40

Evocative questions. You've been successful before, what worked then?

5:30

Look forward or backward. Look forward, what does that look like for you? (Ability.)

6:15

Explore goals and values. What values are pulling you back to this place? What values are making you want healthier decisions?

7:00

Explore goals and values. What's most important to you?

8:00

Explore goals and values. What else do you think about, in terms of values?

8:45

Ask for examples. Give me an example of how this impacts your day to day life.

10:35

Confidence ruler. How confident are you that you can do it? (Ability.) Asked because the interviewer wasn't hearing a lot of Ability talk.

12:30

Evocative question. When you think of first steps, what comes to mind? (Activation.)

13:30.

Evocative question. What else comes to mind as potentially helpful? (Activation.)