

Readiness Rulers

Use the Readiness Rulers to elicit change talk when the patient expresses ambivalence toward change.

Ask

“On a scale of 1 to 10...”

Respond

“Why (**# they chose**) and not (**choose a lower #**)?”

“What would it take to go from (**# they chose**) to (**choose a higher #**)?”

Example: “Why 5 and not 1 or 2? What would it take to go from a 5 to an 8?”

Readiness Ruler

IMPORTANCE

How important is this change to you right now?

0 1 2 3 4 5 6 7 8 9 10

NOT
IMPORTANT

SOMEWHAT
IMPORTANT

VERY
IMPORTANT

Readiness Ruler

CONFIDENCE

How confident are you about making this change?

0 1 2 3 4 5 6 7 8 9 10

NOT
IMPORTANT

SOMEWHAT
IMPORTANT

VERY
IMPORTANT

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