

Behaviour-Change Conversation Guide

Support the person's own reasons for change rather than repeating advice.

OARS

Open questions: What matters most to you about changing this?

Affirmations: Notice effort or strengths genuinely, without flattery.

Reflections: It sounds as though you want more sleep, and your evenings feel like your only time for yourself.

Summaries: Gather what you heard and invite correction.

Permission before advice

Would it be helpful if I shared an option? What do you make of that? Which small change would you choose?

Owned goal, how to measure it and when to review

Relapse is information: explore barriers without blame. MI evidence is heterogeneous; stages of change are listening vocabulary, not a proven superior intervention protocol.

Sources: Rubak et al. BJGP. 2005;55:305-312. Cahill et al. Cochrane CD004492.