

Importance

What is important
to the client?

Molly Kellogg, RD, LCSW

Our Outline

- The role of *importance* in change
- How to scale and explore *importance*

Motivational Interviewing

- Explore and engage about importance
- Assess and build confidence

Importance

Making the transition

- Open-ended question
- Mention facts and ask permission to talk about it.

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The tip of the iceberg

- “I really need this formula.”
- “My son is just so picky.”
- “What does this anemia mean?”
- “I don’t want to have too much weight after the baby is born.”

Exploring importance

- Helps you understand the client better
- Boosts the client’s motivation

Importance

Exploring importance

- What is important to you about this change? What does it mean to you?
- How important is it? 1 to 10?
- What would have to be different for the importance to be higher?
- How would your life be different after this change?
- Do you believe that this particular change will get you what you want?
- What concerns do you have about what you are doing now? What bothers you most about it?

Scaling

“How important is it to you that he transition off the bottle on a scale of 1 to 10, where 1 is not important at all and 10 is as important as it could possibly be right now?”

Benefits of exploring importance

- Develop rapport
- Increases motivation to change
- Allows you to handle resistance later

Importance

*Begin every day expecting to
be surprised and you will be.*

Practicing exploring importance



- Listen carefully for what matters
- Practice asking at least one of these questions
- Stay curious
