

# Getting Unstuck: Helping People Work Through Ambivalence



## Strategies

### 1 Ask evocative questions

- Identify change talk
- Ask the right questions

### 2 Focus on values

- Match behavior to values
- Develop discrepancy

### 3 Focus on the future

- Set goals
- Build motivation through emotions

### 4 Encourage research

- Gather information from other sources
- Gather information on yourself

### 5 Sample a behavior

- Use mental practice
- Use physical practice

### 6 Find social support

- Self-help groups
- Other communities



### Pro Tips

- Evoke only the “pro” or “change” side of the equation.
- Explore values that add weight toward change.
- Help develop meaningful, short-term actionable goals.
- Try the miracle question:  
*“Imagine that you go to bed tonight and a miracle happens while you are sleeping. When you wake up in the morning, how would you know a miracle had occurred and your life was suddenly better? What would be different?”*
- Carefully consider encouraging your client to research. Decide when it’s an appropriate strategy.
- Connect the good things happening back to their behavior change.
- Demonstrate social modeling and teach skills. Use role play and practice.
- Encourage commitment to try more than one group.