

## **AM I DOING THIS RIGHT?**

**1. Do I listen more than I talk?**

Or am I talking more than I listen?

**2. Do I keep myself sensitive and open to this person's issues, whatever they may be?**

Or am I talking about what I think the problem is?

**3. Do I invite this person to talk about and explore his/her own ideas for change?**

Or am I jumping to conclusions and possible solutions?

**4. Do I encourage this person to talk about his/her reasons for not changing?**

Or am I forcing him/her to talk only about change?

**5. Do I ask permission to give my feedback?**

Or am I presuming that my ideas are what he/she really needs to hear?

**6. Do I reassure this person that ambivalence to change is normal?**

Or am I telling him/her to take action and push ahead for a solution?

**7. Do I help this person identify successes and challenges from his/her past and relate them to present change efforts?**

Or am I encouraging him/her to ignore or get stuck on old stories?

**8. Do I seek to understand this person?**

Or am I spending a lot of time trying to convince him/her to understand me and my ideas?

**9. Do I summarize for this person what I am hearing?**

Or am I just summarizing what I think?

**10. Do I value this person's opinion more than my own?**

Or am I giving more value to my viewpoint?

**11. Do I remind myself that this person is capable of making his/her own choices?**

Or am I assuming he/she is not capable of making good choices?