Contents

About the Authors    vii
Acknowledgements    ix

1. What is a Motivational Approach?    2
2. How Effective is the Motivational Approach?    22
3. How to Use the Toolkit to Meet Individual Requirements    30
4. Establishing Rapport and Making Contracts    46
5. Exploring Current Motivation    64
6. The Cycle of Change    72
7. Listening Skills    104
8. Summarising and Reflective Listening    120
9. Asking Open Questions    136
10. Working with Resistance    150
11. Exploring Ambivalence    174
12. Developing the Desire to Change    188
13. Affirmation and Confidence to Change    208
14. Motivational Action Planning    228
15. Supporting Change    244
16. Putting it All Together; Cultivating your Skills    258

References    288
Index of Worksheets    292
Subject Index    294