

Importance and Confidence Rulers

One simple way to learn about a person's level of motivation for change is to use the two rulers below. One asks about how *important* the person thinks the change is, and the other asks how *confident* the person is about being able to accomplish it. Both should be asked, because they represent different components of motivation for change.

Importance Ruler

"How important would you say it is for you to _____? On a scale from zero to 10, where zero is not at all important, and 10 is extremely important, where would you say you are?"

0	1	2	3	4	5	6	7	8	9	10
Not at all Important										Extremely Important

Confidence Ruler

"How confident are you that if you decided to _____, you could do it? On a scale from zero to 10, where zero is not at all confident, and 10 is extremely confident, where would you say you are?"

0	1	2	3	4	5	6	7	8	9	10
Not at all Confident										Extremely Confident

Source: Miller, W. R., & Rollnick, S. (2002). *Motivational interviewing: Preparing people for change* (2nd ed.). New York: Guilford Press. Public domain.