

SOCS, OARS & DARNC

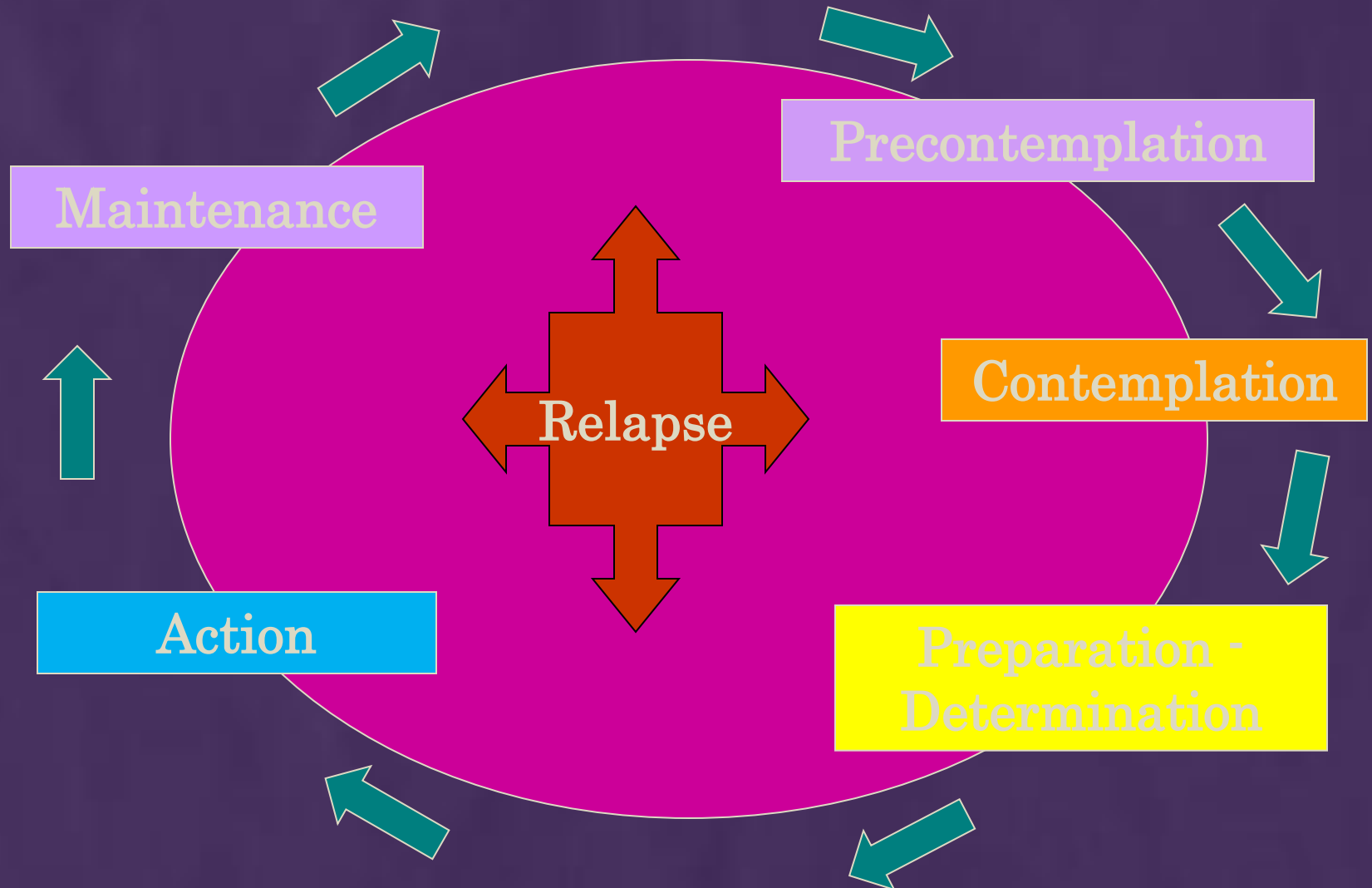
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STAGES OF CHANGE



LISTEN FOR CHANGE TALK

D→A→R→N→C→ Change

- ∞ **Desire:** I want/wish/prefer to
- ∞ **Ability:** I can, could, able, possible
- ∞ **Reason:** why do it? what would be good?
- ∞ **Need:** important, have to, matter, got to
- ∞ **Commitment:** I will/am going to – signals behavior change



WHAT ARE OARS?

- **Open Ended Questions**
- **Affirmations**
- **Reflective Listening**
- **Summarizing**

