

# Motivational Interviewing: *Need* Questions Worksheet

Asking open-ended questions is one of the most direct ways of evoking change talk during Motivational interviewing and can invite change to happen (Miller & Rollnick, 2013).

The DARN acronym is a useful reminder for four types of speech in preparatory change talk:

- Desire
- Ability
- Reasons
- Need

## **Need questions and answers**

The fourth component of the DARN acronym is *need*. Needs questions prompt for the urgency of the change without specifying the underlying reasons (though it is okay if they surface) (Miller & Rollnick, 2013).

Again, *need* language does not suggest the desire or ability to change but does reflect the importance or urgency.

*I need to...*

*I must ...*

*I've got to...*

The following table captures what *needs* to happen (modified from Miller & Rollnick, 2013):

Questions (examples)	Answers (capture different themes in separate boxes)
<p>What <i>needs</i> to happen?</p> <p>How <i>important</i> or <i>urgent</i> is this for you?</p> <p>What do you think <i>must</i> change?</p>	<div style="border: 1px solid #ccc; height: 100%; width: 100%;"></div>

Questions (examples)	Answers (capture different themes in separate boxes)
<p>What <i>needs</i> to happen?</p> <p>How <i>important</i> or <i>urgent</i> is this for you?</p> <p>What do you think <i>must</i> change?</p>	

**References**

- Miller, W. R., & Rollnick, S. (2013). *Motivational Interviewing: Helping People Change*. New York: Guilford.

Dr. Jeremy Sutton