Examples of OARS

**Open questions** ask for longer answers or elaboration in order to help you increase your knowledge, determine what motivates a person, or build rapport and trust.

- Tell me about...
- What is it like for you...?
- How do you feel about...?
- Describe...
- What do you like about...?
- What do you think...?
- What can you tell me about...?
- Explain...
- What would you like to know about...?
- What do you need to do...?
- me some examples...
- Fill me in...
- What are some good things about...? What are some not-so-good things about...?
- Can you explain where you are on a scale of 1 to 10 on how important it is for you to change?
- What are the most important reasons to you?

**Affirmations** are compliments or statements of appreciation and understanding. They should occur frequently in conversations. Their use can make future positive behaviors more likely.

- Thank you for...
- It was very considerate of you to...
- You appreciate/value...
- You surprised yourself...
- It is a real strength that you...
- You are doing nice work on...
- Thank you for telling me that...
- You have seen success with...
- …show you are really sticking with...
- You’ve accomplished...
- Great job on being able to...
- …will be impressed with...
- Your willingness to…show that you are committed to this!
- It is remarkable that...

*Colgan, Lindsey, & Beagley, 2018*
Reflections are statements that reflect what a person says and are a guess about what the speaker means. They do not indicate agreement; instead, they indicate you have been listening.

- I hear you saying...
- Looks like...
- You care about...
- You feel...
- For you...
- You have thought about...
- A possibility you see is...
- You would like to...
- ...is a concern of yours
- It seems important for you...
- You believe...
- It makes you feel...when...
- You are willing to...
- This really connects with your strength/value...
- Seems like...

Summarizations* are statements to link together and reinforce material that has been discussed. They summarize major discussion points, the reasons for taking action, and the agreed upon plan of action.

- Today we discussed...
- We have talked about a couple of things today, specifically...
- You indicated...
- What we have covered today...
- You are thinking about changing..., and we decided...
- You have agreed to...
- Your goal is to...
- From our conversation, it sounds like you are willing to...
- In summary,...
- Let’s review what we covered today
- During our conversation about...,you think it would work for you to...
- Tell me about your plan of action to...
- Let me make sure I have got this right... (reflect a few things heard)...
- How important is it to you to change?
- How confident are you to change?
- How ready are you to change?
- How willing are you to change?

*keep in mind the little ambivalence between the stages of change

Colgan, Lindsey, & Beagley, 2018