**DEARS**

**Develop Discrepancy**

• Compare positives and negatives of behavior

• Use the pros and cons form to develop discrepancies

• Acknowledge self-motivational statements

**Empathize**

• Ambivalence is normal

• Be understanding of the fact that behavior change is difficult.

**Avoid Arguments**

• Don’t push for change, avoid labeling

• Change directions

**Roll with resistance**

• Change strategies in response to resistance

• Acknowledge reluctance and ambivalence as understandable

•Reframe statements to create new momentum

• Engage client in problem-solving

**Support Self-efficacy**

• Reinforce responsibility and ability to succeed

• Cultivate hope with menus of options