

# IMPORTANCE/ CONFIDENCE RULER

Once we have learned to listen for **Change Talk**, we can help to resolve ambivalence by evoking it. In Motivational Interviewing these are summarized using the acronym **IQLEDGE**.

**Step#1:** Identify a change target with the client

## STEP #2

Ask, “On a scale from 1 to 10, how important is it for you to make this change?” Whatever number is stated, follow up with “Why isn’t it a lower number?”

## STEP #3

Ask, “On a scale from 1 to 10, how confident are you that you can make this change?” Whatever number is stated, follow up with “What would it take to get to one number higher?”

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The stages of change model and the rulers give you a sense of what to do next. If **IMPORTANCE** is low then the individual is usually in Pre-Contemplation and does not value the change at this time. It will be critical to address this *before* anything else. If **IMPORTANCE** is high but **CONFIDENCE** is low then we would work with the client to set goals and to build skills and strategies that would enhance success.