

Steps in Values Elicitation

Three:17

1. Standard Elicitation: “What’s important to you about _____?”

Have them empty out 3 times.

- Career
- Relationships
- Family
- Physical Health
- Personal Growth and Development
- Spirituality

2. From Motivation Strategy:

- a) “Can you remember a time when you were totally motivated in the context of _____? Can you remember a specific time?”
- b) “As you remember that time, what was the last thing you felt just before you were totally motivated?”
- c) “Can you give me the name of that feeling?”
- d) (If the word they give you is of a too low level, ask:) “What’s important to you about that?”
- e) Continue with steps a – d until you get repeat words.

3. From Threshold Values:

Show the client the list of values you have so far:

- a) “All these values being present, is there anything that could happen that could make you leave?”
- b) “All these values being present, plus (Value(s) just mentioned) what would have to happen such that would make you stay?”
- c) “All these values being present, plus (Value(s) just mentioned) what would have to happen such that would make you leave?”
- d) Continue with steps b – c until you get repeat words.

4. Now will you please number the values according to their value to you?

What's the most important? What's next, etc. (If this doesn't work, then use a-b-c below.)

- a) Of the above values, which is the most important to you?
- b) Assuming you have (list values already chosen), is _____ or _____ more important to you?
- c) Assuming you have (list values already chosen), if you couldn't have _____ but you could have _____, would that be OK?

(If the client has trouble answering, then make sure that they are in a decisive physiology.)

5. Rewrite the list of values according to their importance.

6. (Optional) Elicit Complex Equivalents (also ask for opposites)

- a) How do you know when you're _____?
- b) What does that mean to you?
- c) How do you know when someone _____ you?
- d) What is your evidence procedure for _____?
- e) What causes you to feel _____?
- f) Why?