



Evoking: Develop Discrepancy with Values

Achievement	Friendships	Physical challenge
Advancement	Growth	Pleasure
Adventure	Having a family	Power and authority
Affection	Helping other people	Privacy
Arts	Helping society	Public service
Challenging problems	Honesty	Purity
Change and variety	Independence	Quality of what I take part in
Close relationships	Influencing others	Quality relationships
Community	Inner harmony	Recognition
Competence	Integrity	Religion
Competition	Intellectual status	Reputation
Cooperation	Involvement	Responsibility & accountability
Country	Job tranquility	Security
Creativity	Knowledge	Self-Respect
Decisiveness	Leadership	Serenity
Democracy	Location	Sophistication
Ecological awareness	Loyalty	Stability
Economic security	Market position	Status
Effectiveness	Meaningful work	Supervising others
Efficiency	Merit	Time freedom
Ethical practice	Money	Truth
Excellence	Nature	Wealth
Excitement	Open & Honest People	Wisdom
Fame	Order	Work under pressure
Fast living	Personal development	Work with others
Financial gain	Freedom	Working alone

Surfacing values in the person can be helpful to develop discrepancy – a collision between the person’s positive values + goals and an unhealthy or adaptive behavior. You can use the list above, your own list, a values card sort, or simply ask them – “What is important to you in your life?” Once they respond – continue to mix up your OARS in response. Here are some recommended questions from Miller + Rollnick.

- Why did you choose this as one of your most important values?
- In what ways has this been a central value for you?
- Why is this important to you?
- How do you reflect this value in your daily life?
- How might you be even more true to this value in your life?
- How is (target behavior) in conflict with this value?