

## Effective Communication Strategies - Scoresheet

Interviewer: \_\_\_\_\_ Reviewed by: \_\_\_\_\_ Date: \_\_\_\_\_

	Interviewer															Client					
	Open	Closed	Affirmation	Repeating	Rephrasing	Paraphrasing	Ref. Emotion	Summarize		Evocative Q	Elaboration	Decision Balance	Using Extremes	Goals	Forward/Back	Paradox		Reflection	+ Resistance	- Resistance	
S K I L L S																					

Self Motivating Statement: \_\_\_\_\_

Question/Answer Trap	Expert Trap	Blaming Trap	Confrontation/Denial Trap
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Competency Standard	YES	NO	Comments/Needed Improvements
70% of questions were open			
2 reflections for every question			
Interviewer not talking more than 40% of the time			
No traps			
Got self motivating statement			
Evoked a choice			