

Coordinating Stages of Change and Motivational Interviewing

Stage of Change	Characteristics	Techniques
Pre-contemplation	Not currently considering change: "Ignorance is bliss"	<ul style="list-style-type: none"> • Validate lack of readiness • To encourage self-exploration, ask open-ended questions & follow with reflections ENGAGE & BUILD RAPPORT (caution...don't rush to Action) • Clarify: decision is theirs • Encourage re-evaluation of current behavior. Explain and personalize the risk • Evocative questions: "What concerns you about this?" "What are the concerns others have?" "What's good about not changing- What is not so good?" "How would you like things to be?" ALWAYS LISTENING FOR CHANGE TALK UTTERANCES and REINFORCING THEM.
Contemplation	<p>Ambivalent about change: "Sitting on the fence"</p> <p>Not considering change within the next month</p>	<ul style="list-style-type: none"> • Validate lack of readiness but the acknowledgment of two sides. • Clarify: decision remains theirs • To "resolve" ambivalence...Employ strategies that explore the elements of change; deepen the understanding of acknowledged reasons for change; employ strategies that elicit and reinforce change talk. DIRECTIVE guiding interventions that tilt toward change. Encourage evaluation of pros and cons of behavior change. • Identify and promote new, positive outcome expectations
Preparation	<p>Some experience with change and are trying to change: "Testing the waters"</p> <p>Decided to change...not sure how.</p> <p>Planning to act within 1month</p>	<ul style="list-style-type: none"> • Identify and assist in problem solving re: obstacles • "Menu of options." Develop a collaborative plan: Client's ideas, Provider's ideas, & agreement on plan. • Prioritize actions and build "confidence" in order to increase likelihood of success. Verify that patient has underlying skills for behavior change Attend to any presence of ambivalence. • Help patient identify social support • Encourage small initial steps
Action	<p>Doing or Practicing new behavior for</p> <p>3-6 months</p>	<ul style="list-style-type: none"> • Provide support. • Stay connected to client's pursuits/actions. Revise plan when needed. • Focus on restructuring cues and social support • Bolster self-efficacy for dealing with obstacles • Combat feelings of loss and reiterate long-term benefits
Maintenance	<p>Changed and sustained new behavior</p> <p>Post-6 months to 5 years</p>	<ul style="list-style-type: none"> • Plan for follow-up support • Reinforce internal rewards • Discuss preventing and coping with relapse (maintenance and/or relapse plan)
Relapse	Resumption of old behaviors: "Fall from grace"	<ul style="list-style-type: none"> • Explore what went wrong with maintenance plan- LEARN from the situation and revise the plan. • Re-enter stages and proceed with gains and knowledge learned from the previous attempt/successes to a preparation to action if the client is ready. • Evaluate trigger for relapse • Reassess motivation and barriers • Plan stronger coping strategies