

Motivational Interviewing Procedure and Stages of Change

Using the Stages of Change to help move the client through the change process.

Prochaska and DiClemente's Stages of Change Model

Stage of Change	Characteristics	Techniques
Pre-contemplation	Not currently considering change: "Ignorance is bliss"	<p>Validate lack of readiness</p> <p>Clarify: decision is theirs</p> <p>Encourage re-evaluation of current behavior</p> <p>Encourage self-exploration, not action</p> <p>Explain and personalize the risk</p>
Contemplation	<p>Ambivalent about change: "Sitting on the fence"</p> <p>Not considering change within the next month</p>	<p>Validate lack of readiness</p> <p>Clarify: decision is theirs</p> <p>Encourage evaluation of pros and cons of behavior change</p> <p>Identify and promote new, positive outcome expectations</p>
Preparation	<p>Some experience with change and are trying to change: "Testing the waters"</p> <p>Planning to act within 1month</p>	<p>Identify and assist in problem solving re: obstacles</p> <p>Help Client identify social support</p> <p>Verify that Client has underlying skills for behavior change</p> <p>Encourage small initial steps</p>
Action	Practicing new behavior for 3-6 months	<p>Focus on restructuring cues and social support</p> <p>Bolster self-efficacy for dealing with obstacles</p> <p>Combat feelings of loss and reiterate long-term benefits</p>
Maintenance	<p>Continued commitment to sustaining new behavior</p> <p>Post-6 months to 5 years</p>	<p>Plan for follow-up support</p> <p>Reinforce internal rewards</p> <p>Discuss coping with relapse</p>