

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 1 month</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> |
| Relapse | Resumption of old behaviors: "Fall from grace" | <p>Evaluate trigger for relapse</p> <p>Reassess motivation and barriers and plan stronger coping strategies</p> |

1. Assess and Personalize Client's Risk Status

- "Based on your assessment results and symptoms you have described, I am concerned about the following: _____, _____, and _____."
- "I want to talk to you about how your drug use may be affecting how you are functioning."

2. Stages of Change Evaluation

- "How do **you** feel about your _____?"
- "What concerns do **you** have about _____?"
- "Are you considering/planning to reduce/stop your use now?"
- "Do the pros of changing outweigh the cons?"

3. Educate: Risks and Advise: Identify Goal

- Educate: Discuss consequences - Tip Sheet (longevity and quality of life)
- Advise: Establish a reasonable goal for change using a clear statement.
- "A ___ % reduction over the next 2 months from ___ to ___ drinks per week."

4. Assess Client's Understanding and Concerns

- "How do you feel about what I've said?"
- "On a scale of 1 – 10, with 10 being 100% ready to take action, how ready are you to _____?"

5. Facilitate motivation depending the client's level of contemplation based on the scale of 1 - 10. An answer between 1 - 4 means the client has very little intention to change.

| Facilitate Motivation for <i>PRE-CONTEMPLATORS</i> | |
|---|--|
| 1. Validate the Client's experience. | |
| 2. Acknowledge the Client's control of the decision. | |
| 3. In a simple, direct statement, give your opinion on the benefits of change for this Client. | |
| 4. Explore potential concerns. | |
| 5. Acknowledge possible feelings of being pressured. | |
| 6. Validate that they are not ready. | |
| 7. Restate your position that the decision to change is up to them. | |
| 8. Encourage reframing of current state of change <i>as the potential beginning of a change - rather than a decision to never change.</i> | |
| | |

GOAL: Move Client from " NO!" to "I'll think about it."

Discuss client intention based on the scale of 1 – 10. An answer between 5 – 7 means the Client is ambivalent about taking action.

Facilitate Motivation for *CONTEMPLATORS*

1. Validate the Client's experience.
2. Acknowledge Client's control of the decision.
3. Clarify Client's perceptions of the pros and cons .
4. Encourage further self-exploration.
5. Restate your position that it is up to them.
6. Leave the door open for moving to preparation.

An answer between 8 – 10 means the Client is very willing to take action.

Facilitate Motivation for those in *PREPARATION*

1. Praise the decision to change behavior.
2. Prioritize behavior change opportunities.
3. Identify and assist in problem solving re: obstacles.
4. Encourage small, initial steps.
5. Assist Client in identifying social supports.

Stages of Change

Pre-contemplation Stage

"Ignorance is bliss" " _____ is not a concern for me"

Contemplation Stage

"Sitting on the fence"

"Yes my _____ is a concern for me, but I'm not willing or able to begin within the next month."

Preparation Stage

"Testing the Waters"

"My _____ is a concern for me; I'm clear that the benefits of _____ outweigh the drawbacks, and I'm planning to start within the next month."

*Adapted from the work of Ockene JK et al. Arch Intern Med 1997;157:2334-2341, Simkin-Silverman L, and Wing R. Ob Res 1997;5:603-612, and Taylor, S. St. Anthony Family Medicine Residency, Denver CO