

Prochaska and DiClemente's Stages of Change Model

STAGE	PROCESS	GOAL	STRATEGIES
PRE-CONTEMPLATION	Conscious Raising	Increase Self Awareness	Establish Rapport Discuss person's feelings & experiences Start small Can't assume that the client is ready for change.
CONTEMPLATION Ambivalent about change "Sitting on the fence"	Consciousness Raising Validate lack of readiness.	Tip the balance Move from awareness of the problem to awareness of the solution	Identify person's personal reasons for wanting to make change Talk about benefits & barriers to change Encourage short-term achievable goals.

STAGE	PROCESS	GOAL	STRATEGIES
PREPARATION “Testing the waters”	Commitment Some experience with change		Validate decision for change. Identify and assist in problem solving Re:obstacles Identify social support and validate that they have the skills to make the change Encourage small initial steps
ACTION	Practicing new behavior		Bolster self-efficacy for dealing with any obstacles. Focus on social support
MAINTENANCE	Those who attribute changes to their own efforts rather than chance are more likely to maintain gains regardless of cause.		Plan for follow up support Reinforce internal rewards Discuss coping strategies.