

## Appropriate Motivational Strategies for Each Stage of Change

Client's Stage of Change	Appropriate Motivational Strategies for the Clinician
<p style="text-align: center;"><b>Precontemplation</b></p> <p>The client is not yet considering or is unwilling or unable to change.</p>	<ul style="list-style-type: none"> <li>• Establish rapport, ask permission, build trust</li> <li>• Raise doubts or concerns in the client about substance using patterns by               <ul style="list-style-type: none"> <li>○ Exploring the meaning of events that brought the client to treatment or the results of previous treatments</li> <li>○ Eliciting the client's perspectives of the problem</li> <li>○ Offering factual information about the risks of substance use</li> <li>○ Providing personalized feedback about assessment findings</li> <li>○ Exploring the pros and cons of substance use</li> <li>○ Examining discrepancies between the client's and others perceptions of the problem behavior</li> </ul> </li> <li>• Express concern and keep the door open</li> </ul>
<p style="text-align: center;"><b>Contemplation</b></p> <p>The client acknowledges concerns and is considering the possibility of change but is ambivalent and uncertain.</p>	<ul style="list-style-type: none"> <li>• Normalize ambivalence</li> <li>• Help the client "tip the decisional balance scales" toward change by               <ul style="list-style-type: none"> <li>○ Eliciting and weighing pros and cons of substance use and change</li> <li>○ Changing extrinsic to intrinsic motivation</li> <li>○ Examining the client's personal values in relation to change</li> <li>○ Emphasizing the client's free choice, responsibility, and self-efficacy for change</li> </ul> </li> <li>• Elicit self-motivational statements of intent and commitment from the client</li> <li>• Elicit ideas regarding the client's perceived self-efficacy and expectations regarding treatment</li> <li>• Summarize self-motivational statements</li> </ul>

<p><b>Preparation</b></p> <p>The client is committed to and planning to make a change in the near future but is still considering what to do</p>	<ul style="list-style-type: none"><li>• Clarify the client's own goals and strategies for change</li><li>• Offer a menu of options for change or treatment</li><li>• With permission, offer expertise and advice</li><li>• Negotiate a change-or treatment-plan and behavior contract</li><li>• Consider and lower barriers to change</li><li>• Help the client enlist social support</li><li>• Explore treatment expectancies and the client's role</li></ul>
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