

### Appropriate Motivational Strategies for Each Stage of Change

Client's Stage of Change	Appropriate Motivational Strategies for the Clinician
<p><b>Precontemplation:</b> The client is not yet considering change or is unwilling or unable to change.</p>	<ul style="list-style-type: none"> <li>• Establish rapport, ask permission, and 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 treatment.</li> <li>– Eliciting the client's perceptions of the problem</li> <li>– Offering factual information about the risks of substance use</li> <li>– Providing personalized feedback about assessment findings</li> <li>– Helping a significant other intervene</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><b>Contemplation:</b> 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> 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>

Client's Stage of Change	Appropriate Motivational Strategies for the Clinician
	<ul style="list-style-type: none"> <li>• Elicit from the client what has worked in the past either for him or others whom he knows.</li> <li>• Assist the client to negotiate finances, childcare, work, transportation, or other potential barriers.</li> <li>• Have the client publicly announce plans to change.</li> </ul>
<p><b>Action</b> The client is actively taking steps to change but has not yet reached a stable state.</p>	<ul style="list-style-type: none"> <li>• Engage the client in treatment and reinforce the importance of remaining in recovery.</li> <li>• Support a realistic view of change through small steps.</li> <li>• Acknowledge difficulties for the client in early stages of change.</li> <li>• Help the client identify high-risk situations through a functional analysis and develop appropriate coping strategies to overcome these.</li> <li>• Assist the client in finding new reinforcers of positive change.</li> <li>• Help the client assess whether she has strong family and social support.</li> </ul>
<p><b>Maintenance</b> The client has achieved initial goals such as abstinence and is now working to maintain gains.</p>	<ul style="list-style-type: none"> <li>• Help the client identify and sample drug-free sources of pleasure (i.e., new reinforcers).</li> <li>• Support lifestyle changes.</li> <li>• Affirm the client's resolve and self-efficacy.</li> <li>• Help the client practice and use new coping strategies to avoid a return to use.</li> <li>• Maintain supportive contact (e.g., explain to the client that you are available to talk between sessions). Develop a "fire escape" plan if the client resumes substance use.</li> <li>• Review long-term goals with the client.</li> </ul>
<p><b>Recurrence</b> The client has experienced a recurrence of symptoms and must now cope with consequences and decide what to do next.</p>	<ul style="list-style-type: none"> <li>• Help the client reenter the change cycle and commend any willingness to reconsider positive change.</li> <li>• Explore the meaning and reality of the recurrence as a learning opportunity.</li> <li>• Assist the client in finding alternative coping strategies.</li> <li>• Maintain supportive contact.</li> </ul>

Adapted from: TIP 35, p. 31 (Figure 2-2)