

Summary: Stages of change, objectives, strategies

Stage	Descriptions	Objectives	Strategies	Talking Points
Pre-Contemplation <ul style="list-style-type: none"> No problem Reluctant Resigned Rebellious Reveling rationalizing 	Not considering change	<ul style="list-style-type: none"> Identify goals Provide information Bolster self-efficacy 	<ul style="list-style-type: none"> Establish rapport/trust Elicit aspects enjoyed Create doubt/evoke concern Evoke perceptions of habits- self evaluation not action Offer factual information Examine discrepancies Express concern 	<ul style="list-style-type: none"> <i>What do you like about it?</i> <i>Any not so good things?</i> <i>How do you think your use compares to friends? To other students in general?</i> <i>Would you be willing to check that out? *</i> <i>*(e-CHUG or alcoholscreening.org)</i>
Contemplation <ul style="list-style-type: none"> Increased prob. Recognition More distressed Ambivalent Weights pros and cons 	Ambivalent	<ul style="list-style-type: none"> Elicit discrepancies Elicit self-motivational statements 	<ul style="list-style-type: none"> Decisional balance exercise useful Help tip towards change (focus on pros change and cons of same) Strengthen self-efficacy 	<ul style="list-style-type: none"> <i>Good things/not so good things</i> <i>How could you maximize the good and minimize the not so good?</i> <i>If you were to make a change, what would it be?</i>
Preparation <ul style="list-style-type: none"> How can I change? Ready to discuss choices Change becomes priority 	Committed	<ul style="list-style-type: none"> Strengthen commitment Plan strategies 	<ul style="list-style-type: none"> Help determine best course of action Information & resources Assist with problem solving 	<ul style="list-style-type: none"> <i>If you were to make a change, what would it be?</i> <i>What would have to be different for you to abstain from alcohol or moderate your drinking?</i> <i>You seem to be feeling stuck at the moment; what needs to change?</i>
Action <ul style="list-style-type: none"> Strategies chosen and using Treatment/self-help Persistence 	Involved in change	<ul style="list-style-type: none"> Identify and plan for barriers Recognize relapse or impending 	<ul style="list-style-type: none"> Encouragement Foster coping skills Assist in information gathering 	<ul style="list-style-type: none"> <i>How confident are you that you can continue/ start to make changes?</i> <i>When you have successfully made changes in your drinking the past, how did you do that?</i> <i>Who in your life can have the greatest impact on helping you change your drinking?</i>
Maintenance <ul style="list-style-type: none"> Generally sustaining new habits and attitudes Working to prevent relapse Watching for risky situations Taking personal responsibility and credit 	Behavior change	<ul style="list-style-type: none"> Assure stability of change Foster personal development 	<ul style="list-style-type: none"> Help with relapse prevention: identify potential risks and prevention strategies 	<ul style="list-style-type: none"> <i>What is making this work?</i> <i>Who is a support?</i> <i>Anyone who is less than helpful?</i> <i>What challenging times do you anticipate in the next month?</i>
Relapse	Undesired behavior	<ul style="list-style-type: none"> Identify Reestablish self-efficacy/ commitment 	<ul style="list-style-type: none"> Help not to get stuck or demoralized Debrief lapse, identify cause, and solutions Help renew cycle of change 	<ul style="list-style-type: none"> <i>What was working well for you?</i> <i>What was the situation that led to the slip?</i> <i>When you made changes in the past, how did you do it?</i> <i>What would be a first step towards (cutting back/quitting)?</i>

