

Figure 2-2
 Appropriate Motivational Strategies for Each Stage of Change

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

	<ul style="list-style-type: none"> • Elicit self-motivational statements of intent and commitment from the client. • Elicit ideas regarding the client's perceived self-efficacy and expectations regarding treatment. • Summarize self-motivational statements.
<p>Preparation</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"> • Clarify the client's own goals and strategies for change. • Offer a menu of options for change or treatment. • With permission, offer expertise and advice. • Negotiate a change--or treatment--plan and behavior contract. • Consider and lower barriers to change. • Help the client enlist social support. • Explore treatment expectancies and the client's role. • Elicit from the client what has worked in the past either for him or others whom he knows. • Assist the client to negotiate finances, child care, work, transportation, or other potential barriers. • Have the client publicly announce plans to change.
<p>Action</p> <p>The client is actively taking steps to change but has not yet reached a stable state.</p>	<ul style="list-style-type: none"> • Engage the client in treatment and reinforce the importance of remaining in recovery. • Support a realistic view of change through small steps. • Acknowledge difficulties for the client in early stages of change. • Help the client identify high-risk situations through a functional analysis and develop appropriate coping strategies to overcome these. • Assist the client in finding new reinforcers of positive change. • Help the client assess whether she has strong family and social support.

<p>Maintenance</p> <p>The client has achieved initial goals such as abstinence and is now working to maintain gains.</p>	<ul style="list-style-type: none"> • Help the client identify and sample drug-free sources of pleasure (i.e., new reinforcers). • Support lifestyle changes. • Affirm the client's resolve and self-efficacy. • Help the client practice and use new coping strategies to avoid a return to use. • 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. • Review long-term goals with the client.
<p>Recurrence</p> <p>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"> • Help the client reenter the change cycle and commend any willingness to reconsider positive change. • Explore the meaning and reality of the recurrence as a learning opportunity. • Assist the client in finding alternative coping strategies. • Maintain supportive contact.