

Prochaska and DiClemente's Stages of Change Model

Stage of Change	Characteristics	Techniques
Pre-contemplation	Not currently considering change: "Ignorance is bliss"	<p>Validate lack of readiness</p> <p>Clarify: decision is theirs</p> <p>Encourage re-evaluation of current behaviour</p> <p>Encourage self-exploration, not action</p> <p>Explain and personalize the risk</p>
Contemplation	<p>Ambivalent about change: "Sitting on the fence"</p> <p>Not considering change within the next month</p>	<p>Validate lack of readiness</p> <p>Clarify: decision is theirs</p> <p>Encourage evaluation of pros and cons of behaviour change</p> <p>Identify and promote new, positive outcome expectations</p>
Preparation	<p>Some experience with change and are trying to change: "Testing the waters"</p> <p>Planning to act within 1 month</p>	<p>Identify and assist in problem solving re: obstacles</p> <p>Help individual identify social support</p> <p>Verify that individual has underlying skills for behaviour change</p> <p>Encourage small initial steps</p>
Action	Practicing new behaviour for 3-6 months	<p>Focus on restructuring cues and social support</p> <p>Bolster self-efficacy for dealing with obstacles</p> <p>Combat feelings of loss and reiterate long-term benefits</p>