







Stage of Change	Definition/Posture	Client Tasks	Provider Tasks	Motivational Focus
Precontemplation 	<ul style="list-style-type: none"> Unaware of problem Hasn't thought about change Not considering change 	<ul style="list-style-type: none"> Increasing awareness, concern, hope, and confidence 	<ul style="list-style-type: none"> Engage and accept client Build rapport Increase client's perception of risks and problems 	<ul style="list-style-type: none"> Express empathy Avoid arguments Roll with resistance MI Process: <ul style="list-style-type: none"> ENGAGING client in discussion FOCUSING on specific behavior
Contemplation 	<ul style="list-style-type: none"> Thinking about change Considering change but unsure 	<ul style="list-style-type: none"> Risk-reward analysis of pros and cons of change Tip decisional balance Solid decision to change 	<ul style="list-style-type: none"> Normalize ambivalence Evoke reasons for change, risks for not changing Help tip decisional balance Strengthen client's self-efficacy 	<ul style="list-style-type: none"> Acknowledge ambivalence Develop discrepancy Roll with resistance Support self-efficacy MI Process: <ul style="list-style-type: none"> FOCUSING continues EVOKING change talk (DARN language)
Preparation 	<ul style="list-style-type: none"> Making a plan to change Setting goals (usually within a month) Thinking about change in the near future 	<ul style="list-style-type: none"> Commitment to change Creating an effective and appropriate change plan 	<ul style="list-style-type: none"> Offer a menu of options Help client determine the best course of action Develop a plan, considering barriers for quitting and social support 	<ul style="list-style-type: none"> Develop discrepancy Support self-efficacy MI Process: <ul style="list-style-type: none"> EVOKING change talk (DARN & CAT language) PLANNING begins when client is ready to discuss the "how" of change
Action 	<ul style="list-style-type: none"> Making specific changes to lifestyle Taking steps toward change 	<ul style="list-style-type: none"> Adequate implementation of change plan Problem solve and revise plan as necessary 	<ul style="list-style-type: none"> Help client implement the plan Help client identify and develop skills to cope with change Help client problem solve 	<ul style="list-style-type: none"> Support self-efficacy Express empathy Mi Process <ul style="list-style-type: none"> EVOKING change talk (CAT language) PLANNING continues
Maintenance 	<ul style="list-style-type: none"> Continuation of desirable actions Evaluating effectiveness & planning to sustain efforts 	<ul style="list-style-type: none"> Integration of new behavior into lifestyle Develop strategies for preventing relapse Engage with social support 	<ul style="list-style-type: none"> Help client identify strengths & strategies to prevent relapse Resolve relational issues & associated problems Provide support 	<ul style="list-style-type: none"> Support self-efficacy Express empathy
Relapse 	<ul style="list-style-type: none"> Submitting to old habits Part of the process Need additional practice of new behavior 	<ul style="list-style-type: none"> Revise change plan Re-implement new plan 	<ul style="list-style-type: none"> Determine triggers & develop prevention plan Help client recycle through stages again 	<ul style="list-style-type: none"> Express empathy Acknowledge ambivalence Support self-efficacy Develop discrepancy Roll with resistance

