<table>
<thead>
<tr>
<th>Stage of Change</th>
<th>Definition/Posture</th>
<th>Client Tasks</th>
<th>Provider Tasks</th>
<th>Motivational Focus</th>
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</table>
| **Precontemplation** | • Unaware of problem  
  • Hasn’t thought about change  
  • Not considering change | • Increasing awareness, concern, hope, and confidence | • Engage and accept client  
  • Build rapport  
  • Increase client’s perception of risks and problems | • Express empathy  
  • Avoid arguments  
  • Roll with resistance  
  • MI Process:  
  o ENGAGING client in discussion  
  o FOCUSING on specific behavior |
| **Contemplation** | • Thinking about change  
  • Considering change but unsure | • Risk-reward analysis of pros and cons of change  
  • Tip decisional balance  
  • Solid decision to change | • Normalize ambivalence  
  • Evoke reasons for change, risks for not changing  
  • Help tip decisional balance  
  • Strengthen client’s self-efficacy | • Acknowledge ambivalence  
  • Develop discrepancy  
  • Roll with resistance  
  • Support self-efficacy  
  • MI Process:  
  o FOCUSING continues  
  o EVOKING change talk (DARN language) |
| **Preparation** | • Making a plan to change  
  • Setting goals (usually within a month)  
  • Thinking about change in the near future | • Commitment to change  
  • Creating an effective and appropriate change plan | • Offer a menu of options  
  • Help client determine the best course of action  
  • Develop a plan, considering barriers for quitting and social support | • Develop discrepancy  
  • Support self-efficacy  
  • MI Process:  
  o EVOKING change talk (DARN & CAT language)  
  o PLANNING begins when client is ready to discuss the “how” of change |
| **Action** | • Making specific changes to lifestyle  
  • Taking steps toward change | • Adequate implementation of change plan  
  • Problem solve and revise plan as necessary | • Help client implement the plan  
  • Help client identify and develop skills to cope with change  
  • Help client problem solve | • Support self-efficacy  
  • Express empathy  
  • MI Process  
  o EVOKING change talk (CAT language)  
  o PLANNING continues |
| **Maintenance** | • Continuation of desirable actions  
  • Evaluating effectiveness & planning to sustain efforts | • Integration of new behavior into lifestyle  
  • Develop strategies for preventing relapse  
  • Engage with social support | • Help client identify strengths & strategies to prevent relapse  
  • Resolve relational issues & associated problems  
  • Provide support | • Support self-efficacy  
  • Express empathy |
| **Relapse** | • Submitting to old habits  
  • Part of the process  
  • Need additional practice of new behavior | • Revise change plan  
  • Re-implement new plan | • Determine triggers & develop prevention plan  
  • Help client recycle through stages again | • Express empathy  
  • Acknowledge ambivalence  
  • Support self-efficacy  
  • Develop discrepancy  
  • Roll with resistance |