



## IDENTIFYING THE CLIENT’S STAGE OF CHANGE (Counselor)

The stages-of-change model (Prochaska and DiClemente 1982) describes a sequence of stages through which clients progress. The client’s readiness may shift and evolve. This chart offers intervention strategies to the counselor that fit with the client’s stage of change.

Stages	Characteristics	Intervention Strategy
PRECONTEMPLATION	<ul style="list-style-type: none"> <li>• Is not considering change.</li> <li>• May be unwilling to change behaviors.</li> <li>• Is unaware of adverse consequences from marijuana use although others may believe problems exist.</li> </ul>	<ul style="list-style-type: none"> <li>• Always give CABHR handout.</li> <li>• Use motivational interviewing.</li> <li>• Ask open-ended questions. Listen reflectively, affirm client.</li> <li>• Summarize client’s views of change.</li> <li>• Elicit self-motivational statements.</li> <li>• Roll with resistance and identify discrepancies in goals/values and behavior.</li> <li>• Recognize readiness for change.</li> </ul>
CONTEMPLATION	<ul style="list-style-type: none"> <li>• Becomes aware that problems exist.</li> <li>• Recognizes causes for concern and reasons to change.</li> <li>• Typically is ambivalent and continues to use marijuana.</li> <li>• May seek information and reevaluate marijuana use behavior.</li> <li>• Weighs the “pros and cons” of making a change.</li> <li>• Could be in this stage for years.</li> </ul>	<ul style="list-style-type: none"> <li>• Help client take ownership and talk about readiness to change.                             <ul style="list-style-type: none"> <li>○ Recognize the problem.</li> <li>○ Express concern.</li> <li>○ Encourage intention to change.</li> <li>○ Express optimism.</li> </ul> </li> <li>• Identify and address discrepancies between goals and current behavior.</li> <li>• Support efforts to change without prescribing change.</li> </ul>



Stages	Characteristics	Strategy
PREPARATION	<ul style="list-style-type: none"> <li>• Commits to changing.</li> <li>• Recognizes that advantages of changing outweigh the benefits of not changing.</li> <li>• Thinks about capabilities of success.</li> <li>• Continues using, but intends to cut back or stop.</li> <li>• May have attempted to reduce or stop use.</li> <li>• Sets goals and may tell others about them.</li> </ul>	<ul style="list-style-type: none"> <li>• Ask client about steps he/she will take.</li> <li>• Establish a change plan.</li> <li>• Show genuine interest in client's perspectives on skills for making a change.</li> <li>• Handouts will reinforce motivational advice.                             <ul style="list-style-type: none"> <li>○ Help client identify own change strategy plan using handout.</li> </ul> </li> </ul>
ACTION	<ul style="list-style-type: none"> <li>• Chooses and begins to pursue a goal.</li> <li>• Modifies habits.</li> <li>• Can last months following end of marijuana use.</li> </ul>	<ul style="list-style-type: none"> <li>• Ask client's feelings and thoughts about assessment session.</li> <li>• Ask about changes that have occurred already.</li> </ul>
MAINTENANCE	<ul style="list-style-type: none"> <li>• Makes efforts to sustain gains achieved during the action phase.</li> <li>• Works to prevent recurrence of use.</li> <li>• Learns how to detect and guard against risky situations.</li> <li>• Requires prolonged behavior change and continued vigilance for 6 months to several years.</li> </ul>	<ul style="list-style-type: none"> <li>• Assist with relapse prevention plan.</li> <li>• Assess high-risk situations.</li> <li>• Offer additional supports as needed.</li> </ul>