

## PROCHASKA AND DICLEMENTE'S STAGES OF CHANGE MODEL

Stage of Change	Characteristics	Techniques
Pre-contemplation	Not currently considering change: "Ignorance is bliss"	Validate lack of readiness  Clarify: decision is theirs  Encourage re-evaluation of current behavior  Encourage self-exploration, not action  Explain and personalize the risk
Contemplation	Ambivalent about change: "Sitting on the fence"  Not considering change within the next month	Validate lack of readiness  Clarify: decision is theirs  Encourage evaluation of pros and cons of behavior change  Identify and promote new, positive outcome expectations
Preparation	Some experience with change and are trying to change: "Testing the waters"  Planning to act within 1 month	Identify and assist in problem solving re: obstacles  Help patient identify social support  Verify that patient has underlying skills for behavior change  Encourage small initial steps
Action	Practicing new behavior for 3-6 months	Focus on restructuring cues and social support  Bolster self-efficacy for dealing with obstacles  Combat feelings of loss and reiterate long-term benefits
Maintenance	Continued commitment to sustaining new behavior  Post-6 months to 5 years	Plan for follow-up support  Reinforce internal rewards  Discuss coping with relapse
Relapse	Resumption of old behaviors: "Fall from grace"	Evaluate trigger for relapse  Reassess motivation and barriers  Plan stronger coping strategies

UCLA Centre for Human Nutrition: [http://www.cellinteractive.com/ucla/phycian\\_ed/stages\\_change.html](http://www.cellinteractive.com/ucla/phycian_ed/stages_change.html)