

Assessment of Client's Readiness for Change Script

Nurse: I just got back your last HbA1c^G, it's gone up to 8.5.

Client: *It's supposed to be 7 or lower?*

Nurse: That's right. What would you like to do about this?

Client: *I'm already on a diet, I'm so busy, I have no time for exercise. I don't know what to do.*

Nurse: Could we talk about exercise?

Client: *Umm, yeah, OK.*

Nurse: How important is it to you to increase your exercise?

Let's do this on a scale of "0" to "10." A "0" means it isn't important, and "10" means it's just about as important as it can get.

1	2	3	4	5	6	7	8	9	10
Not Important					Very Important				

Client: *It's an "8." I know I really need to do it.*

Nurse: Now, using the same "0" to "10" scale, how confident are you that you can get more exercise?

A "0" means you aren't sure at all; "10" means you're 100% sure.

1	2	3	4	5	6	7	8	9	10
Not Sure					Very Sure				

Client: *It's a "4." Like I said, I have no time.*

Nurse: Why did you say a "4" and not a "1"?

Client: *I can exercise on the weekends, so it's not something that is completely impossible.*

Nurse: What would it take to raise the confidence level of a "4" to an "8"?

Client: *Maybe if I could exercise with a friend, I'd enjoy it more, be more motivated. I have a friend at work that has diabetes, too.*

Nurse: Do you want to set a short-term goal about your exercise? We could agree on an action plan.

Adapted from Bodenheimer et al., 2005