## Appendix D: Stages of Change Model

Prochaska and DiClemente’s Stages of Change Model

<table>
<thead>
<tr>
<th>Stage of Change</th>
<th>Characteristics</th>
<th>Goal</th>
<th>Techniques</th>
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</table>
| Pre-contemplation | ■ Unaware or unwilling to change.  
■ Not thinking of making a change in the next 6 months. | ■ To help the client think seriously about making a change. | ■ Validate lack of readiness.  
■ Clarify: decision is theirs.  
■ Encourage re-evaluation of current behaviour.  
■ Encourage self-exploration, not action.  
■ Explain and personalize the risk. |
| Contemplation | ■ Ambivalent about change: “Sitting on the fence.”  
■ Thinking about making a change within 6 months. | ■ To help client move towards a decision to change behaviour.  
■ To help client feel more confident. | ■ Validate lack of readiness.  
■ Clarify: decision is theirs.  
■ Encourage evaluation of pros and cons of behaviour 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.  
■ Have set a date to start behaviour change.  
■ Have made a 24 hour attempt to change in the last 12 months. | ■ To help client prepare for and anticipate positively a “start date.” | ■ Identify and assist in problem solving re: obstacles.  
■ Help client identify social support.  
■ Verify that client has underlying skills for behaviour change.  
■ Encourage small initial steps. |
| Action | ■ Practicing new behaviour within the past 6 months and are actively applying skills for behaviour change. | ■ To help client maintain behaviour change and recover from relapses. | ■ 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 behaviour, and integrating this behaviour into daily routine.  
■ Post-6 months. | ■ To help client sustain new behaviour for a lifetime. | ■ Plan for follow-up support.  
■ Reinforce internal rewards.  
■ Discuss coping with relapse. |
| Relapse | ■ Resumption of old behaviours.  
■ A normal event in the process of making behaviour change. | ■ To help client recognize that each attempt offers new opportunities to learn new skills and techniques to help them be successful in their next attempt. | ■ Evaluate trigger for relapse.  
■ Reassess motivation and barriers.  
■ Plan stronger coping strategies. |

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