

Figure 2-2

Appropriate Motivational Strategies for Each Stage of Change

Client's Stage of Change	Appropriate Motivational Strategies for the Clinician
<p>Precontemplation</p> <p>The client is not yet considering change or is unwilling or unable to change.</p>	<ul style="list-style-type: none"> ■ Establish rapport, ask permission, and build trust. ■ Raise doubts or concerns in the client about substance-using patterns by <ul style="list-style-type: none"> ◆ Exploring the meaning of events that brought the client to treatment or the results of previous treatments ◆ Eliciting the client's perceptions of the problem ◆ Offering factual information about the risks of substance use ◆ Providing personalized feedback about assessment findings ◆ Exploring the pros and cons of substance use ◆ Helping a significant other intervene ◆ Examining discrepancies between the client's and others' perceptions of the problem behavior ■ Express concern and keep the door open.
<p>Contemplation</p> <p>The client acknowledges concerns and is considering the possibility of change but is ambivalent and uncertain.</p>	<ul style="list-style-type: none"> ■ Normalize ambivalence. ■ Help the client "tip the decisional balance scales" toward change by <ul style="list-style-type: none"> ◆ Eliciting and weighing pros and cons of substance use and change ◆ Changing extrinsic to intrinsic motivation ◆ Examining the client's personal values in relation to change ◆ Emphasizing the client's free choice, responsibility, and self-efficacy for change ■ Elicit self-motivational statements of intent and commitment from the client. ■ Elicit ideas regarding the client's perceived self-efficacy and expectations regarding treatment. ■ Summarize self-motivational statements.
<p>Preparation</p> <p>The client is committed to and planning to make a change in the near future but is still considering what to do.</p>	<ul style="list-style-type: none"> ■ Clarify the client's own goals and strategies for change. ■ Offer a menu of options for change or treatment. ■ With permission, offer expertise and advice. ■ Negotiate a change—or treatment—plan and behavior contract. ■ Consider and lower barriers to change. ■ Help the client enlist social support. ■ Explore treatment expectancies and the client's role.

Source: *Enhancing Motivation for Change in Substance Abuse Treatment Treatment Improvement Protocol (TIP) #35 Substance Abuse and Mental Health Services Admin. (SAMHSA)*

Figure 2-2 (continued)

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Client's Stage of Change	Appropriate Motivational Strategies for the Clinician
<p>Preparation (continued)</p>	<ul style="list-style-type: none"> ■ Elicit from the client what has worked in the past either for him or others whom he knows. ■ Assist the client to negotiate finances, child care, work, transportation, or other potential barriers. ■ Have the client publicly announce plans to change.
<p>Action</p> <p>The client is actively taking steps to change but has not yet reached a stable state.</p>	<ul style="list-style-type: none"> ■ Engage the client in treatment and reinforce the importance of remaining in recovery. ■ Support a realistic view of change through small steps. ■ Acknowledge difficulties for the client in early stages of change. ■ Help the client identify high-risk situations through a functional analysis and develop appropriate coping strategies to overcome these. ■ Assist the client in finding new reinforcers of positive change. ■ Help the client assess whether she has strong family and social support.
<p>Maintenance</p> <p>The client has achieved initial goals such as abstinence and is now working to maintain gains.</p>	<ul style="list-style-type: none"> ■ Help the client identify and sample drug-free sources of pleasure (i.e., new reinforcers). ■ Support lifestyle changes. ■ Affirm the client's resolve and self-efficacy. ■ Help the client practice and use new coping strategies to avoid a return to use. ■ Maintain supportive contact (e.g., explain to the client that you are available to talk between sessions). ■ Develop a "fire escape" plan if the client resumes substance use. ■ Review long-term goals with the client.
<p>Recurrence</p> <p>The client has experienced a recurrence of symptoms and must now cope with consequences and decide what to do next.</p>	<ul style="list-style-type: none"> ■ Help the client reenter the change cycle and commend any willingness to reconsider positive change. ■ Explore the meaning and reality of the recurrence as a learning opportunity. ■ Assist the client in finding alternative coping strategies. ■ Maintain supportive contact.

individuals with coexisting substance use and psychiatric disorders (Carey, 1996; Noonan and Moyers, 1997; Ziedonis and Fisher, 1996). Populations that have been responsive to

motivational interventions include persons arrested for driving under the influence and other nonviolent offenders, adolescents (Colby et al., 1998), older adults, employees, married



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INTEGRATED DUAL DISORDER TREATMENT

The road to recovery

Stages of Change	Stages of Treatment	Clinical Focus
Pre-Contemplation	Engagement	Outreach <ul style="list-style-type: none"> Provide outreach in community-based settings Trusting Relationship <ul style="list-style-type: none"> Gain permission from consumers to share in their process of change <ul style="list-style-type: none"> Ask consumers what is important to them Listen to and respect their priorities Get to know the person for who they are Practical Support <ul style="list-style-type: none"> Provide support for daily living (i.e., food, clothing, housing, medicine, safety, crisis intervention) Assessment <ul style="list-style-type: none"> Assess continuously for consumers' personal histories, goals, and readiness-to-change
Contemplation & Preparation	Persuasion	Motivational Interventions <ul style="list-style-type: none"> Commit yourself to understanding consumers' goals <ul style="list-style-type: none"> Help consumers understand the pros and cons of personal change Help consumers establish the discrepancy between their goals and their lifestyles (e.g., thoughts, feelings, behavior) Help consumers begin to reduce substance use and take medications regularly Help consumers recognize and take pride in their own strengths and successes Ambivalence Is Normal <ul style="list-style-type: none"> Assure consumers that ambivalence to change is a normal human response (change may occur slowly over time) Pay-Off Matrix <ul style="list-style-type: none"> Use a pay-off matrix to help consumers tip their decisions away from ambivalence and toward positive action Education <ul style="list-style-type: none"> Teach consumers about alcohol, drugs, mental illness, and activities that promote health and wellness Offer skills-training opportunities Reach out and provide support to families
Action	Active Treatment	Skill Building <ul style="list-style-type: none"> Teach illness management skills for both disorders (e.g., refusal skills, managing triggers and cravings, recognizing symptom onset, communication skills, etc.) Social Support <ul style="list-style-type: none"> Encourage positive peer supports (e.g., self-help groups) Cognitive Behavioral Interventions <ul style="list-style-type: none"> Assist consumers with transforming negative thoughts and behaviors into coping skills for both disorders
Maintenance	Relapse Prevention	Planning <ul style="list-style-type: none"> Develop a relapse-prevention plan Support consumers as they maintain lifestyle changes learned in active treatment Recovery Lifestyle <ul style="list-style-type: none"> Help consumers set new goals for enhancing their quality of life Social Support <ul style="list-style-type: none"> Reduce the frequency, intensity, and duration of relapses with positive peer relationships and supportive clinical relationships

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RECOMMENDED RESOURCES
Him T. Muever, Douglas L. Nozday, Robert E. Drake, and Emily Fox (2003). *Integrated Treatment for Dual Disorders: A Guide to Effective Practice*. New York: The Guilford Press.
www.ohiosamccoe.case.edu/library/emailresource.cfm?resourceid=44
Gerald J. Connors, Dennis M. Donovan, and Carlo C. DiClemente (2001). *Substance Abuse Treatment and the Stages of Change: Selecting and Planning Interventions*. New York: The Guilford Press.