

APPENDIX L
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 1month | 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 |