

## Motivational Interviewing – Stages of Change

*Motivational Interviewing is based on the understanding that we encounter MBHP Members in varying stages of readiness for change. The following is a brief synopsis of stage-appropriate strategies for engaging Members in making healthy lifestyle changes. An important concept is that stage-appropriate interventions minimize the risk that patients will push back and lose ground by resorting to an earlier stage of change.*

### **Pre-contemplation**

*Members in this stage are not even thinking about making a change.*

- Gather history and listen for any discrepancies between the Member's stated goals and his or her lifestyle choices
- Educate Members about health risks related to lifestyle choices
- Instill hope by providing information about the possible mitigation of health risks through lifestyle change

### **Contemplation**

*Members are beginning to consider making a change, but are not yet ready to make a commitment.*

- Explore **both** the positive and negative aspects of the lifestyle choice under consideration
- Help Members appreciate the disconnect between stated goals or concerns and lifestyle choices, using reflective listening
- Gently nudge the balance in the direction of change by reflecting back what patients have told you

### **Preparation**

*Members in this stage are preparing for action to change in the foreseeable future.*

- Assess the Member's commitment to change
- Offer a menu of choices (e.g., self-help groups, medications, online resources, referrals) and strategies
- Identify supports and barriers to change

### **Action**

*Members in this stage are actively implementing a plan for change.*

- Identify any unexpected hurdles and help Members define coping strategies
- Help Members to identify new sources of support
- Track progress with Members

### **Maintenance**

*Members in this stage are maintaining healthy lifestyle changes they have made.*

- Continue to track gains associated with healthy change
- Identify people, places, and things which could pose triggers to relapse and continue to help Members build skills to prevent relapse
- Assist Members in actively maintaining the changes they have made