

**Stages of Change & the 5 A's:
Doing the Right Thing at the Right Time**

Stages of Change	Precontemplator	Contemplator	Preparation	Action	Maintenance
Assess	Cognitive insights Attitudes Beliefs	Coping skills Risk status	Instrumental skills Social support	Self-management skills	Positive momentum Role of relapse
Advise	Messages that raise pros and lowers cons	Personalize risk messages	Multiple cognitive and behavioral strategies	Criterion for altered behavior	May regress temporarily
Agree	Think seriously about target behavior	Build commitment & optimism	Small steps toward action	Alter target behavior	Anticipate relapse situations
Assist	Tailor information to educational needs Provide consistent message that health is important	Insight Clarification Cognitive restructuring	Therapeutic alliance Self monitoring Goal setting	Stimulus control Positive reinforcement Life change counseling	Positive reinforcement Substitute behaviors
Arrange	Create awareness of need for change Provide education material Note in record that patient not ready Reassess readiness to change at next opportunity	Environment/ context re-evaluation Risk assessment	Self-help materials Define roles Cue sheets	Follow-up Social support Skills training Group programs Linkage with community resources	Relapse prevention training

Definitions of Intervention Processes

Cognitive restructuring: Viewing a situation from a different perspective in order to alter the person's narrow interpretation of the problem.

Consciousness raising: Observations, interpretations, or confrontations that increase awareness about oneself and/or one's habits.

Environmental / context re-evaluation: Assessing how one's problem influences or is influenced by their physical and social surroundings.

- Goal setting:** Working with the person to establish targets and time frames in the context of a behavior change contract or action plan.
- Patient education:** Providing necessary information, support and skills to help the patient overcome barriers in domains of cognitive knowledge, attitudinal / beliefs, skills, behavior / coping, social support.
- Personalize:** Relating risk factors and the degree of risk to the person's specific behavioral patterns.
- Positive reinforcement:** Overt and covert rewarding of oneself or being rewarded by others for altering target behavior.
- Relapse prevention:** Learning to anticipate relapse situations from past experiences of self or others and using this learning to avoid that mistake in the future.
- Self-monitoring / Recording:** Process of keeping track of situations contributing to the behavior in a diary or some other kind of tracking tool, and using patterns of the behavior to problem solve.
- Stimulus / cue control:** Restructuring one's environment to reduce the cues that stimulate the problem behavior.
- Therapeutic alliance:** Use of collaboration and mutual negotiation to develop a plan of care that results in active participation and partnership with the patient.

Adapted from: Elford RW, Yeo M, Jennett PA, Sawa RJ, "A practical approach to lifestyle change counseling in primary care," Patient Education and Counseling, 24 (1994) 175-183.