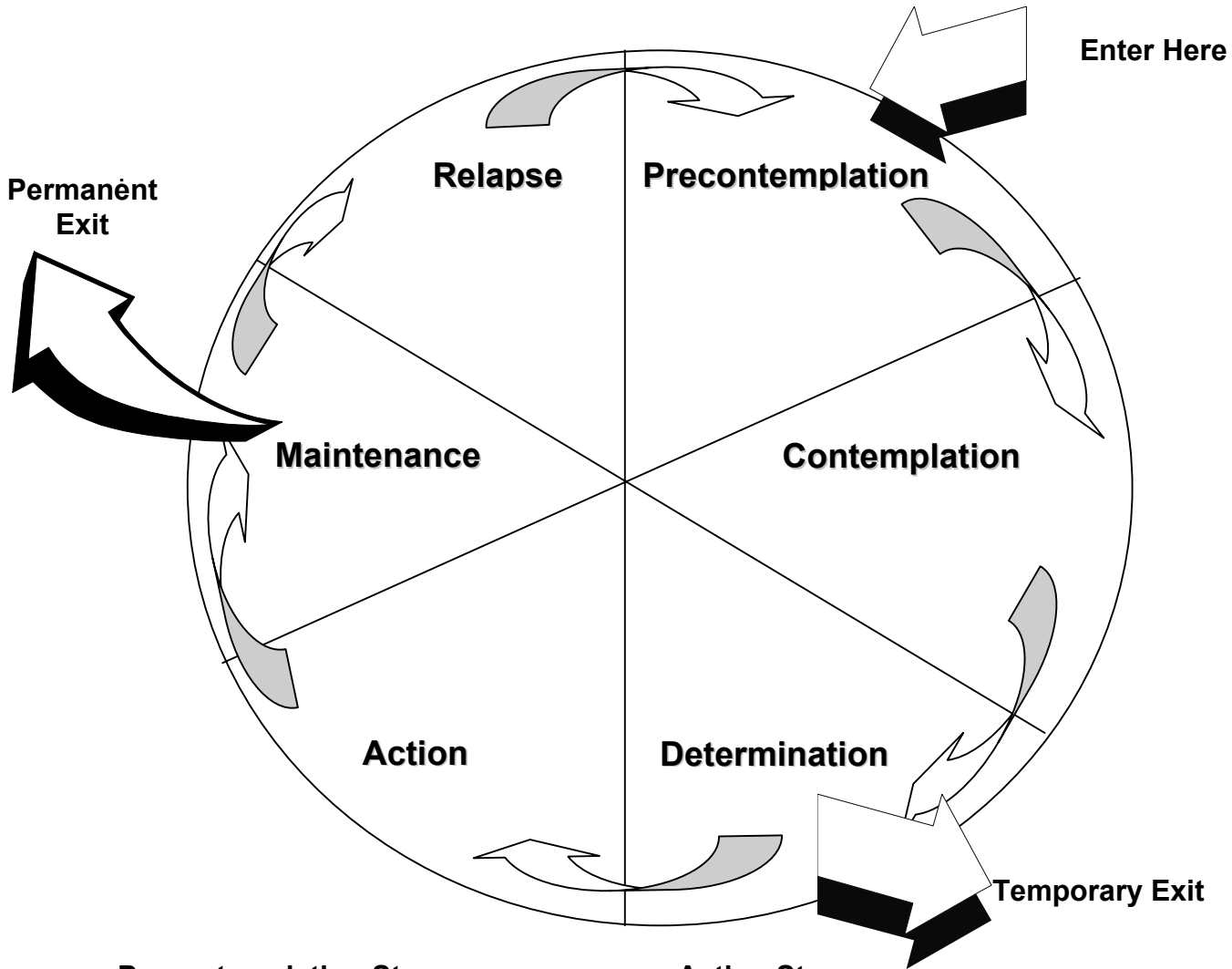


Transtheoretical Model



Precontemplation Stage

1. Assessment of readiness to change
2. Framing messages
3. Offering incentives
4. Building up one's referent power

Contemplation Stage

1. Using one's referent power to motivate change
2. Eliciting commitment to change

Determination or Preparation Stage

1. A decision is made to change. Start a game plan

Action Stage

1. Enhancing self-efficacy beliefs
2. Contracting for behavior/rewards
3. Teaching/coaching
4. Providing selective reinforcement

Maintenance Stage

1. Providing and promoting active social support
2. Fading out contact
3. Preventing relapse

Relapse Stage

1. Compassion
2. Assess what was learned, what's different
3. Many start new cycle

Source: Prochaska, J.O., DiClemente, C. & Norcross, J. "Trans-Theoretical Therapy: Toward a More Integrated Model of Change" *Psychotherapy Theory, Research and Practice*. Vol. 19 (3), pp. 276-288, (1982)

