

# Stages of Behavior Change

	Pre-contemplation	Contemplation	Preparation	Action	Maintenance
<b>Definition</b>	Not considering taking actions in the next six months toward a personal or health goal	Considering taking actions in the next six months to pursue a personal or health goal	Preparing to take actions in the next 30 days to pursue the goal	Taking actions to pursue the goal	Behavior change has been sustained for more than six months
<b>Orientation</b>	<ul style="list-style-type: none"> <li>Behavior change is not a priority</li> <li>Undervalue pros and overvalue cons</li> <li>Not confident</li> <li>Doesn't want to talk about it                             <ul style="list-style-type: none"> <li>Feels hopeless</li> <li>Will look uncomfortable</li> </ul> </li> <li>Ignore or resist education</li> </ul>	<ul style="list-style-type: none"> <li>"On the fence" with equal value seen in pros and cons</li> <li>Can stay in this stage indefinitely</li> <li>No urgency to change</li> </ul>	<ul style="list-style-type: none"> <li>Pros of decision outweigh cons</li> <li>Thinking through/ problem-solving how to get started</li> <li>More confident</li> </ul>	Taking actions, but could give up if problems arise	Has intent to maintain the behavior change going forward
<b>Tailoring Approach</b>	<ul style="list-style-type: none"> <li>Plant the seed</li> <li>Provide gentle support to honor where the person is</li> </ul>	<ul style="list-style-type: none"> <li>Shift ambivalence</li> <li>Help patients think about pros and what is important to them</li> <li>Does the goal fit with their lifestyle?</li> </ul>	Help patients develop a plan and take the first step	<ul style="list-style-type: none"> <li>Support patients continuing the behavior</li> <li>Problem-solve common barriers</li> <li>Celebrate progress</li> </ul>	Provide reminders and cues that support and encourage maintenance of the positive change
<b>Recommended Small Steps</b>	<ul style="list-style-type: none"> <li>Generally talk about the possibility of the decision</li> <li>Provide education for future use</li> </ul>	<ul style="list-style-type: none"> <li>Learn more about the topic/goal</li> <li>Provide educational materials to share with others about the topic/goal</li> </ul>	<ul style="list-style-type: none"> <li>What would a small step look like?</li> <li>When do you think you could start?</li> <li>How could I help you?</li> </ul>	<ul style="list-style-type: none"> <li>What would the next step be?</li> <li>Who could help you with your goal?</li> </ul>	<ul style="list-style-type: none"> <li>Continue positive feedback</li> <li>Provide support if a barrier is anticipated</li> </ul>