

Motivational Interviewing Algorithm using Prochaska and DiClemente's Stages of Change Model; adapted from:

<http://www.motivationalinterview.org/Documents/Motivational%20Interviewing%20Algorithm.doc>

1. Assess and Personalize Patient's Risk Status

- Based on your assessment results and symptoms you have described, I am concerned about the following: _____.
- I want to talk to you about how your _____ (issue) may be affecting your health?

2. Stages of Change Evaluation

- How do **you** feel about your _____ (issue)?
- What concerns do **you** have about health risks?
- Are you considering/planning to change _____ (behaviour), if so , what have you done so far?
- Do the pros of changing outweigh the cons?

3. Educate: Risks and Advise: Weight Goal

- Educate: Discuss Consequences.
- Advise: Establish a reasonable goal for change using a clear statement.
- Example: A 10% weight loss over 6 months for a total loss of ____ to ____ pounds.

4. Assess Patient's Understanding and Concerns

- How do you feel about what I've said?
- On a scale of 1 – 10, with 10 being 100% ready to take action, how motivated are you to _____?
- On a scale of 1 – 10, with 10 being 100% ready to take action, how confident are you that you can achieve _____?

5. Facilitate Motivation Depending on the Patient's Level of Contemplation:



Image: Jenneke van Hemert

Pre-contemplation = Not Ready

Stage: Hasn't considered change, doesn't understand risk, unwilling/unable to change.

Strategy:

- Establish rapport
- Elicit information and explore concerns
- Check in about understanding of risk of current behaviours

Contemplation = Unsure

Stage: Understands risk, considering the possibility of change, ambivalent.

Strategy:

- Normalize ambivalence
- Focus on pros of changing behavior
- Explore barriers and self-efficacy

Preparation = Considering

Stage: Committed to change, considering options, making a plan.

Strategy:

- Clarify goals
- Offer several suggestions and/or reinforce personal choice
- Negotiate a plan

Action = Doing It

Stage: Actively taking steps, not yet stable, potential for relapse.

Strategy:

- Reinforce commitment to change and affirm success
- Assist with problem solving
- Support self-efficacy

Maintenance = Maintain It

Stage: Have accomplished the change, it feels more comfortable, but relapse still a possibility.

Strategy:

- Affirm commitment and current success
- Identify potential challenges and problem solve
- Ask about positive benefits they've experienced and reinforce those

Relapse = Return to old behaviors

Stage: Frustrated, sense of failure, may give up and lose sight of progress.

Strategy:

- Maintain support
- Reframe experience as a learning opportunity
- Identify other coping strategies and develop new plan