



# Module 3

## Motivation and Intervention



U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES  
Substance Abuse and Mental Health Services Administration  
Center for Substance Abuse Treatment  
[www.samhsa.gov](http://www.samhsa.gov)



# Readiness Ruler

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- Ask your partner, **“Has your position on the ruler changed since the first session?”**
- If your partner’s readiness has increased, ask, **“What has made a difference for you?”**
- If your partner’s readiness has not increased or has decreased, ask, **“Why did you choose [the number chosen] instead of 0?”**



# Motivational Intervention

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Any clinical strategy designed to enhance client motivation for change



# Decisional Balance Exercises

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- The client weighs the pros and cons of changing substance-using behavior.
- The actual number of reasons a client lists on each side of a decisional balance sheet is not as important as the weight—or personal value—of each reason.



# Discrepancies

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When people see that their actions conflict with important personal goals such as health, success, or family happiness, change is more likely to occur.



# Flexible Pacing

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The concept of pacing requires that clinicians meet their clients at the clients' levels and use as much or as little time as is necessary to accomplish the essential tasks of each stage of change.

# Personal Contact With Clients Not in Treatment

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Motivational interventions include simple activities to enhance continuity of contact and strengthen the relationship between clinician and client when the client currently is not participating in treatment.

# Motivational Intervention and Stages of Change

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Clients need and use different kinds of motivational support depending on which stage of change they are in and which stage they are moving into.





# Clients Need Help...

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- **Precontemplation**  
Raising awareness
- **Contemplation**  
Resolving ambivalence and choosing positive change
- **Preparation**  
Identifying appropriate change strategies



# Clients Need Help...

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- **Action**  
Implementing change strategies, learning to avoid/limit relapse
- **Maintenance**  
Developing new skills for maintaining recovery
- **Recurrence**  
Recovering quickly and resuming the change process