



Module 7

From Contemplation to Preparation—Increasing Commitment



U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES
Substance Abuse and Mental Health Services Administration
Center for Substance Abuse Treatment
www.samhsa.gov

Changing Extrinsic Motivation to Intrinsic Motivation for Change



- Show curiosity about the client
- Don't wait for the client to talk spontaneously about troubles or capabilities
- Identify the client's skills and knowledge
- Reframe the client's negative statements
- Start with the client's current situation and find a natural link between external and intrinsic motivators



Decisional Balancing

Decisional balancing strategies can help—

- Accentuate the consequences of the client's substance use
- Lessen the perceived rewards of substance use
- Make the benefits of change apparent
- Identify and develop ways to alleviate, if possible, potential obstacles to change



Summarize

A summary should—

- Draw together as many reasons for change as possible
- Acknowledge the client's reluctance or ambivalence