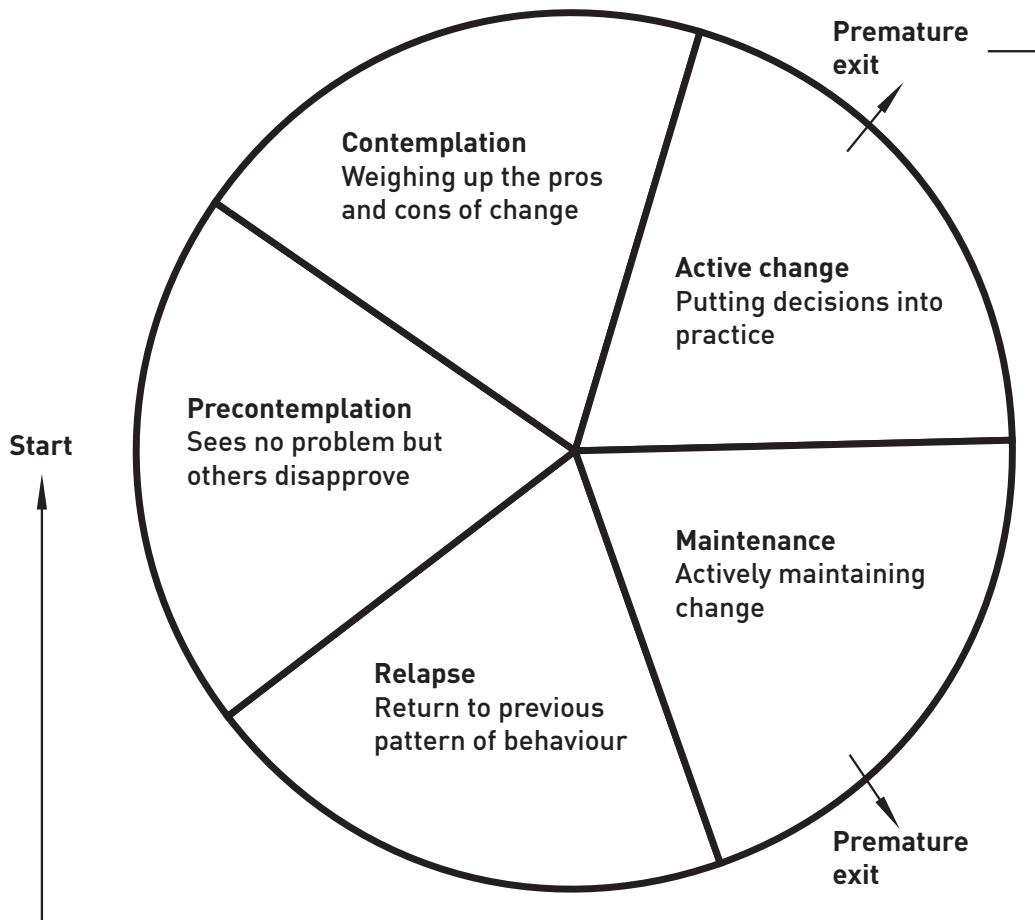


# Acute Training Solutions

## Key Worker Skills - Elicit Change

### The cycle of change



Source: [www.selfcareconnect.co.uk/tools\\_sc4pc/img/chapter5\\_cycle\\_of\\_change](http://www.selfcareconnect.co.uk/tools_sc4pc/img/chapter5_cycle_of_change)

### Stages of change

- Pre-contemplation (Inactive and no intention to change)
- Contemplation (Inactive, but intending to change in the next 6 months)
- Preparation (Active but not regularly)
- Action ( Regularly active, but only began in the last 6 months)
- Maintenance (Regularly active for more than 6 months)

### What do we do to influence the stages of change?

- Pre-contemplation – Raise awareness. Look at the pros and cons for staying the same and the pros and cons for change
- Contemplation – Tip the balance by evoking reasons for change and strengthen self efficacy
- Preparation – Clarify goals plan course of action
- Action – Help and advice to guide towards change and prevent relapse
- Maintenance – Reinforce the benefit of change and identify and use resources to maintain goal

### **The processes of change cognitively**

- Give increased knowledge
- Make aware of risks
- Make aware of benefits
- Look at consequences to others
- Make aware of opportunities for change

### **The processes of change in behaviour strategies**

- Substitute alternatives
- Enlist social support
- Encourage they reward themselves
- Encourage them to specify their commitment
- Set up a system of reminders about the changes

### **The spirit of the method**

- Person centred approach
- Negotiation