<table>
<thead>
<tr>
<th>Stage of Change</th>
<th>Strategy &amp; Recommended Tool</th>
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| Pre-Contemplative: “What problem? Don’t bug me”. Just visiting the meeting. Often a court or EAP program coerced presence. | **Strategy**: Elicit an open discussion and perceptions of the whole situation.  
**Tool(s) to Use**: ABC #2 (for Emotional Upsets – on another person’s problem) |
| Contemplative: “I want to change, but then I don’t.” Ambivalent (rather than unmotivated or in “denial”). | **Strategy**: Help clarify the situation via motivational interviewing.  
**Tool(s) to Use**: Cost/Benefit Analysis  
Brainstorming  
ABC #2 for Emotional Upsets |
| Determination & Preparation: “I know I need to, but how?” | **Strategy**: Help the individual determine the best course of action or plan. Offer a menu, advice if/when requested, recommended readings, and a date to start.  
**Tool(s) to Use**: Cost/Benefit Analysis  
Role Playing  
ABC #2 for Emotional Upsets |
| Action: “Now I’m working on it.” | **Strategy**: Help with practical methods, encouragement and sources of social support.  
**Tool(s) to Use**: ABC #1 and ABC #2  
DISARM  
Brainstorming  
Role Playing  
Review Cost/Benefit Analysis |
| Maintenance: “Need to stay with it.” | **Strategy**: Help identify and use relapse prevention strategies. Anticipate “abstinence violation effect” in case of a “lapse”. Work on other problems or life-style changes to find a balanced and rewarding life.  
**Relapse**: “Better try again and learn” vs. “might as well give up”. Help to cycle back into appropriate stage without becoming stuck or demoralized. Re-frame set backs as grist for the mill and a mistake.  
**Tool(s) to Use**: ABC #1 and ABC #2  
DISARM  
Brainstorming  
Role Playing  
Review Cost/Benefit Analysis |
| Permanent Exit or “Graduation”: “Moving on to other things”. | **Strategy**: Support self-efficacy and closure, while allowing for return. |