

Precontemplation (Engaging the Precontemplator)

- Reevaluate the addictive behavior
- Provide accurate and objective personal feedback
- Reach out and offer help instead of waiting for the client to ask
- Work on shifting the Decisional Balance such that the client can identify more pros than cons regarding quitting use than

Contemplation

- Convince your client that there is a need for change
- Help develop effective decision-making skills
- Gather and evaluate the client's positive and negative attributions about change
- Help the client compare these attributions to promote the resolution of decisional conflict in the direction of quitting tobacco use
- The processes of change below are expected to be particularly helpful to clients in this Stage of Change.
 - Consciousness-raising: discovering negatives of the addictive behavior and positive reasons and expectancies for change
 - Emotional arousal: getting in touch with some core values that would promote change, realizing the negative reactions created by the addiction
 - Self-reevaluation: shifting views and valuing of the addictive behavior to emphasize consequences and of the potential benefits of the change
 - Environmental reevaluation: the person begins to realize the impact of the addiction on others and the risks of continuing the addiction in contrast to the benefits of change
 - Social liberation: the person begins to see how in society support and encourage change of the behavior

Preparation

- Completing a Change Plan Worksheet is helpful in this stage. The worksheet consists of having the client identify what changes he/she wants to make, important reasons for change, necessary steps to facilitate change, who and how others can help support change, etc.
- Help the client understand their tobacco use pattern and the triggers that are associated with use.
- Desensitization, relaxation training, distraction, and constructive self-talk techniques are often helpful for people in preparation.
- Discuss how other problems in life are related to tobacco use.
- Examine decisional balance and perceived self-efficacy to quit.
- The processes of change below are expected to be particularly helpful to clients in this Stage of Change.

- Reinforcement: small steps toward change are successful and reinforce the commitment; alternative reinforcements begin to be viewed as valuable.
- Counterconditioning: People and places that trigger the behavior are identified, as well as alternative coping strategies to cope with the urges.
- Stimulus Control: self-observations and monitoring uncover and begin to avoid the presence of triggers in the person's life.
- Self-liberation: the person makes choices about what elements and strategies to include in the plan and commits to implementing the plan.
- Helping relationships: the person seeks out others who encourage and support changing the addictive behavior.

Action & Maintenance

- The client and provider should work together to maintain a reward system for reducing or quitting tobacco use.
- Stress management training will help the client use adaptive coping skills rather than using tobacco.
- Maintain a supportive relationship throughout the cycle of change.