

Recognizing the stages of change Worksheet

Pre-Contemplation: Resistance, Blame, Denial

Contemplation: Ambivalence, curiosity, 2 sides to how they feel

Preparation: Planning

Action: Taking action talk, completing next steps

1.) Client Scenario: “I don’t know why everyone is so in my business all of a sudden. I’m doing just fine on my own. It’s actually my cousins fault, he’s the one that started this all.”

What stage of change did you hear:

Why did you pick that stage of change?

2.) Client Scenario: “What is wrong with you! How could you treat a customer this way? I want to speak with your manager, this is unacceptable.”

What stage of change did you hear:

Why did you pick that stage of change?

3.) Client Scenario: “Yeah, I’ve been thinking about eating healthier for awhile now. But then I love my ice cream, and so I stop thinking about it. I just want to feel good, you know what I mean?”

What stage of change did you hear:

Why did you pick that stage of change?



4.) Client Scenario: "I really want to get back to work, I even started mowing lawns in my neighborhood so I could earn enough money to get a nice interview shirt."

What stage of change did you hear:

Why did you pick that stage of change?

5.) Client Scenario: "I've thought a lot about this, and decided to go ahead and talk to someone about getting help. That appointment isn't until next week, but I'm proud that I had the focus to get it set up in the first place."

What stage of change did you hear:

Why did you pick that stage of change?

