

## MOTIVATIONAL ASSESSMENT

**Purpose:** Assess the stage of change

**Population:** Adult

**Acronym:** MA

**Scores:** Scoring is done for each item. Higher score has higher likelihood for change.

**Administration:** Self-administered or interviewer-administered

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**Description:** MA is a four-item assessment of the stage of change at which a patient is operating. The assessment is based on the Trans-Theoretical Model of Change regarding specific behavioral issues. The Transtheoretical model is conceptualized in terms of several major dimensions. The core constructs are the *stages of change*. These represent ordered categories along a continuum of motivational readiness to change a problem behavior. Transitions between the stages of change are effected by a set of independent variables known as the *processes of change*. The model also incorporates a series of intervening or outcome variables. These include *decisional balance* (the pros and cons of change), *self-efficacy* (confidence in the ability to change across problem situations), and situational temptations to engage in the problem behavior, and behaviors which are specific to the problem area. Validation of the model is in process.

**Administration Time:** 2 min

**Literacy Level:** Easy

**Version:** English

### References:

Prochaska JO, DiClemente CC, & Norcross JC. In search of how people change. *American Psychologist*, 1992, 47, 1102-1114.

Prochaska JO, & Velicer WF. The Transtheoretical Model of health behavior change. *American Journal of Health Promotion*, 1997, 12, 38-48.