

## MOTIVATIONAL ASSESSMENT

Q: You and your doctor have discussed making a change in your lifestyle or behavior in order to improve your health or wellbeing. Indicate below the behavior change most relevant to you.

- increasing physical activity
- improving eating habits
- decreasing or stopping tobacco use
- decreasing caffeine use
- decreasing alcohol use
- relaxing more
- reducing work hours
- increasing recreation time or activities
- improving sleep habits
- taking medications as prescribed
- monitoring a health indicator (blood sugar, blood pressure)
- other [for auto inserts use “this specific behavior”]

Q: Think about [xxx] in answering the following questions.

**Q1. Which best describes your intentions to make a change in [xxx]?**

- a. I am ready now to begin making changes or I have begun to make changes within the last 30 days
- b. I intend to change in the next 30 days
- c. I intend to change in the next 6 months but have not started getting ready yet
- d. I do not intend to change in the next 6 months
- e. I have made changes over 30 days ago and want to maintain these changes

**SCORING:**

- a = Action Stage
- b = Preparation Stage
- c = Contemplation Stage
- d = Pre-contemplation Stage
- e = Maintenance Stage

**Q2. How would you currently balance the pros and cons of making a change in [xxx]?**

\_\_\_ % Pros    \_\_\_ % Con

## SCORING AND INTERPRETATION

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If Q1= pre-contemplation and Q2 (pro)  $\geq$  80 percent: "Patient is in the pre-contemplation stage related to [xxx], however, he/she currently views the 'pros' of change to be greater than the 'cons' (X% pro, X% con). Recommend identifying the perceived 'pros' and reinforcing them."

If Q1= pre-contemplation and Q2 (pro) > 50 percent and < 80: "Patient is in the pre-contemplation stage related to [xxx], however, he/she currently views the 'pros' of change to be greater than the 'cons' (X% pro, X% con). Recommend identifying the perceived 'pros' and building on them to further motivate and reinforce change."

If Q1 = pre-contemplation and Q2 (pro) < 50 percent: "Patient is in the pre-(contemplation/preparation/action) stage related to [xxx], however, he/she currently views the 'cons' of change to be greater than the 'pros' (X% pro, X% con). Recommend identifying additional 'pros' to making a behavior or lifestyle change."

If Q1 = pre-contemplation and Q2 (pro) = 50 percent: "Patient is in the pre-(contemplation/preparation/action) stage related to [xxx], however, he/she currently views the 'cons' of change to be equal to the 'pros'. Recommend identifying additional 'pros' to making a behavior or lifestyle change."

If Q1 = contemplation/preparation/action and Q2 (pro) > 50 percent: "Patient is in the (contemplation/preparation/action) stage related to [xxx] and he/she currently views the 'pros' of change to be greater than the 'cons' (X% pro, X% con). Recommend identifying the perceived barriers to making a behavior or lifestyle change and attempt to reduce them."

If Q1 = contemplation/preparation/action and Q2 (pro) < 50 percent: "Patient is in the (contemplation/preparation/action) stage related to [xxx], however, he/she currently views the 'cons' of change to be greater than the 'pros' (X% pro, X% con). Recommend identifying the perceived barriers to making a behavior or lifestyle change and discuss ways to reduce them."

If Q1 = contemplation/preparation/action and Q2 (pro) = 50 percent: "Patient is in the (contemplation/preparation/action) stage related to [xxx], however, he/she currently views the 'cons' of change to be equal to the 'pros'. Recommend identifying the perceived barriers to making a behavior or lifestyle change and discuss ways to reduce them."

If Q1 = maintenance and Q2 (pro) < 50 percent: "Patient has made the desired behavior change related to [xxx] and is attempting to maintain it. He/she currently perceives the 'cons' of maintaining the change to be greater than the 'pros' (X% pro, X% con). It is essential to reinforce the pros and discuss ways to overcome the barriers in order to reduce the risk of relapse."

If Q1 = maintenance and Q2 (pro)  $\geq$  50 percent and < 80 percent: "Patient has made the desired behavior change related to [xxx] and is attempting to maintain it. Although he/she currently perceives the 'pros' of maintaining the change to outweigh the 'cons,'

he/she also perceives some disadvantages to maintaining the change (X% pro, X% con). It is essential to identify and discuss ways to overcome the barriers in order to reduce the risk of relapse.”

If Q1 = maintenance and Q2 (pro) = 50 percent: “Patient has made the desired behavior change related to [xxx] and is attempting to maintain it. He/She currently perceives the ‘cons’ of maintaining the change to be equal to the ‘pros,’ however. The perception that there are real disadvantages to maintaining the change may pose a significant challenge. It is essential to identify and discuss ways to overcome the barriers in order to reduce the risk of relapse.”

If Q1 = maintenance and Q2 (pro)  $\geq$  80 percent: “Patient has made the desired behavior change related to [xxx] and is attempting to maintain it. He/she currently perceives the ‘pros’ of maintaining the change to outweigh the ‘cons’ (X% pro, X% con). It is important to identify the perceived advantages to the behavior change and reinforce them. Also, identify any potential barriers and ways to deal with in order to prevent relapse.”

If Q1 = Maintenance, END

If Q1 = any except maintenance GO TO Q3 and Q4:

**Q3. At this moment, how important is it to you to make a change in [xxx]? How much do you want to change? If 0 = “Not at All” and 10 = “Very Much,” what number would you give yourself?**

**Q4. If you decided right now to make a change in [xxx], how confident do you feel about succeeding with this? If 0 = “not confident” and 10 = “very confident,” what number would you give yourself?**

### **Scoring:**

Track over time the self ratings for each question

Q3 rating = Importance score

Q4 rating = Confidence score

### **Interpretation:**

Condition 1 -- If Q3 > 6: “The patient rates the importance of [xxx] as high (X on a 1 – 10 point rating scale).

Condition 2 -- If Q3 > 3 and < 7: “The patient rates the importance of [xxx] as moderate (X on a 1 – 10 point rating scale). He/she may have some difficulty making the change if he/she does not view it as personally important.

Condition 3 -- If Q3 < 4: “The patient rates the importance of [xxx] as low (X on a 1 – 10 point rating scale). He/she is likely to have significant difficulty making the change if he/she does not view it as personally important.”

Condition A -- If Q4 > 6: “He/she rates his/her confidence for [xxx] as high (X on a 1 – 10 point rating scale).”

Condition B -- If  $Q4 > 3$  and  $< 7$ : "He/She rates his/her confidence for [xxx] as moderate (X on a 1 – 10 point rating scale). "

Condition C -- If  $Q4 < 4$ : "He/She rates his/her confidence for [xxx] as low (X on a 1 – 10 point rating scale)."

If Conditions 1, and B or C are true: "Since the patient rates the importance of [xxx] higher than his/her confidence in making the change, it may be best to focus on increasing self-efficacy for change.

If Conditions 1 and A are true: "Since the patient gives high ratings for both the importance of [xxx] and his/her confidence in making the change, he/she may be ready to put a plan into action.

If Conditions 2 and A are true: "Since patient rates the importance of [xxx] lower than his/her confidence in making the change, it may be best to focus on the discussing potential benefits of the change to identify something is that personally meaningful and important about it."

If Conditions 2, and B or C are true: "Since patient rates the importance of [xxx] to be only moderate, it may be difficult for him/her to make steps toward change regardless of his/her confidence in doing so. It may therefore be best to focus first on the discussing potential benefits of the change to identify something is that personally meaningful and important about it. Then work on increasing his/her sense of self-efficacy."

If Conditions 3 and A are true: "Since patient rates the importance of [xxx] to be low, it will likely be difficult for him/her to make steps toward change even though confidence in doing so is high. It may therefore be best to focus first on the discussing potential benefits of the change to identify something is that personally meaningful and important about it."

If Conditions 3 and B are true: "Since patient rates the importance of [xxx] to be low, it will likely be difficult for him/her to make steps toward change regardless of his/her confidence in doing so. It may therefore be best to focus first on the discussing potential benefits of the change to identify something is that personally meaningful and important about it. Then work on increasing his/her sense of self-efficacy."

If Conditions 3 and C are true: "Since patient gives low ratings to both the importance of [xxx] and his/her confidence in making the change, it is important go slowly in discussing change. Consider whether this is the best area to focus on right now. There may be something more important to the patient that needs to be discussed before taking on [xxx]."

## EXAMPLES

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- I=9, C=3** The patient rates the importance of **increasing exercise** as high (9 on a 1 – 10 point rating scale). He/She rates his/her confidence for **increasing exercise** as low (3 on a 1 – 10 point rating scale). Since the patient rates the importance of increasing exercise higher than his/her confidence in making the change, it may be best to focus on increasing self-efficacy for change.
- I=8, C=7** The patient rates the importance of **increasing exercise** as high (8 on a 1 – 10 point rating scale). He/she rates his/her confidence for **increasing exercise** as high (7 on a 1 – 10 point rating scale). Since the patient gives high ratings for both the importance of increasing exercise and his/her confidence in making the change, he/she may be ready to put a plan into action.
- I=6, C=3** The patient rates the importance of **increasing exercise** as moderate (6 on a 1 – 10 point rating scale). He/she is likely to have some difficulty making the change if he/she does not view it as personally important. He/She rates his/her confidence for **increasing exercise** as moderate (3 on a 1 – 10 point rating scale). Since the patient rates the importance of **increasing exercise** to be only moderate, it may be difficult for him/her to make steps toward change regardless of his/her confidence in doing so. It may therefore be best to focus first on discussing potential benefits of the change to identify something that is personally meaningful and important about it. Then work on increasing his/her sense of self-efficacy.
- I=3, C=8** The patient rates the importance of **increasing exercise** as low (3 on a 1 – 10 point rating scale). He/she is likely to have significant difficulty making the change if he/she does not view it as personally important. He/she rates his/her confidence for **increasing exercise** as high (8 on a 1 – 10 point rating scale). Since the patient rates the importance of **increasing exercise** to be low, it will likely be difficult for him/her to make steps toward change even though confidence in doing so is high. It may therefore be best to focus first on discussing potential benefits of the change to identify something that is personally meaningful and important about it.
- I=3, C=3** The patient rates the importance of **increasing exercise** as low (3 on a 1 – 10 point rating scale). He/she is likely to have significant difficulty making the change if he/she does not view it as personally important. He/She rates his/her confidence for **increasing exercise** as low (3 on a 1 – 10 point rating scale). Since the patient gives low ratings to both the importance of **increasing exercise** and his/her confidence in making the change, it is important to go slowly in discussing change. Consider whether this is the best area to focus on right now. There may be something more important to the patient that needs to be discussed before taking on **increasing exercise**.