

TABLE 1
Stages of Change: A Model for Nutrition Counseling

Stage	Description	Goal	Strategies
Precontemplation	<p>is unaware of problem and hasn't thought about change.</p> <p>Has no intention of taking action within the next 6 months.</p>	<p>Increase awareness of need for change.</p> <p>Personalize information on risks and benefits.</p>	<p>Create supportive climate for change.</p> <p>Discuss personal aspects and health consequences of poor eating or sedentary behavior.</p> <p>Assess knowledge, attitudes, and beliefs.</p> <p>Build on existing knowledge.</p>
Contemplation	<p>intends to take action within the next 6 months.</p>	<p>Increase motivation and confidence to perform the new behavior.</p>	<p>Identify problematic behaviors.</p> <p>Prioritize behaviors to change.</p> <p>Discuss motivation. Identify barriers to change and possible solutions.</p> <p>Suggest small, achievable steps to make a change.</p>
Preparation	<p>intends to take action within the next 30 days and has taken some behavioral steps in this direction.</p>	<p>Initiate change.</p>	<p>Assist in developing a concrete action plan.</p> <p>Encourage initial small steps to change.</p> <p>Discuss earlier attempts to change and ways to succeed.</p> <p>Elicit support from family and friends.</p>
Action	<p>Has changed overt behavior for less than 6 months.</p>	<p>Commit to change.</p>	<p>Reinforce decision.</p> <p>Reinforce self-confidence.</p> <p>Assist with self-monitoring, feedback, problem solving, social support, and reinforcement.</p> <p>Discuss relapse and coping strategies.</p>
Maintenance	<p>Has changed overt behavior for more than 6 months.</p>	<p>Reinforce commitment and continue changes/new behaviors.</p>	<p>Plan follow-up to support changes.</p> <p>Help prevent relapse.</p> <p>Assist in coping, reminders, finding alternatives, and avoiding slips/relapses.</p>

Source: Adapted from Glanz K, Rimer T. Theory at a glance: a guide for health promotion practice. Bethesda, MD: National Institutes of Health, National Cancer Institute; 1995 and Sandoval WM, Heller KE, Wiese WH, Childs DA. Stages of change: a model for nutrition counseling. Top Clin Nutr 1994;9:65-69.