

# Precontemplation & Contemplation Stage

## a Waltz not a Wrestling Match



### Primary O<sub>A</sub>R<sub>S</sub> Tools:

Reflective Listening with a occasional Open-ended Question

### Strategies

DO NOT COACH

Counsel

Raise Doubt

Reflective Listening

Keep Momentum Moving Forward

Open-Ended Questions

Provide Info—w/Permission

Keep the Person Engaged

Keep them Talking

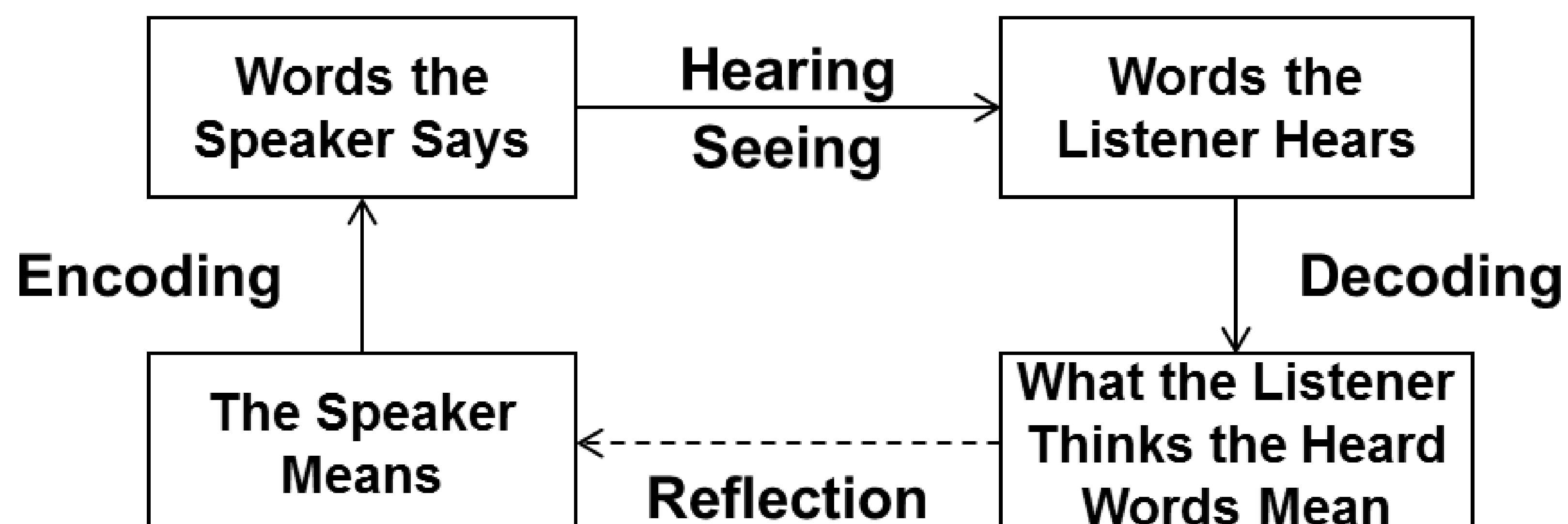
Be A Collaborator

**Desired Outcome: The person is making change statements and makes a tentative commitment to changing the behavior**

⇒ Begin with a greeting

⇒ Ask 1 or 2 Open-ended **“WHAT”** questions to get the conversation going

⇒ Reflect what you hear and see



⇒ Make Statements starting with **“YOU”**

⇒ Do Not turn you voice up at the end of the statement

⇒ Overshoot or Undershoot to evoke response

⇒ Highlight the ambivalence in a person's words

⇒ Hypothesis Test the meaning by making a guess at the meaning