



Module 1

What Motivates People to Change?

Observation Activity:

What Motivates People to Change?

Instructions: Observe a certification. Using the **Stages of Change Overview and Counseling Strategies** handout, try to answer the following questions. Discuss your answers with your Training Supervisor.

- ♦ What stage of change do you think the participant was in?
- ♦ What words did the participant use that helped you identify this stage?
- ♦ What strategies did the certifier use to tailor their counseling for the participant's current stage of change?
- ♦ Identify any change talk you heard from the participant related to:

Desire:

Ability:

Reasons:

Need:

Commitment: