

Cheat Sheet

CRIMINOGENIC NEEDS	CHANGE STEPS
<ul style="list-style-type: none"> • Antisocial attitudes • Temperament/self-control • Family problems • Substance Abuse • Educational/Vocational • Personality variables/distress/psychopathology 	<p>Step 1: Get the thinking out (Frees them to change. Gets at thinking behind resistance)</p> <p>Step 2: Open doors, explore the rooms. (life domains)</p> <p>Step 3: Force a choice. (Find self motivating statement and force them to choose)</p>

MATCHING APPROACH TO STAGES OF CHANGE		
Don't have a problem, unwilling to change	Pre-contemplation	Raise awareness, increase discrepancy
Considering change, not ready for action	Contemplation	Tip balance toward change
Committed to change, making plan	Determination	Clarify goals, reduce barriers
Have taken action to change	Action	Reinforce change, engage in plan
Integrates change into lifestyle	Maintenance	Support change, relapse prevention

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TRAPS

- Question/Answer—"Still living at the same place?"
- Expert—"You need to budget your money better."
- Blaming—"The cops are after me."
- Confrontation—"How come you're missing treatment?"

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SIGNS OF RESISTANCE	KEY COMMUNICATION CONCEPTS
<ul style="list-style-type: none"> • Negating, minimizing, blaming • Arguing, challenging, discounting • Body Language, looking around, checking watch, answering cell-phone • Verbal avoidance, interrupting, changing subject • Ignoring, withdrawing • Excessive agreement, compliance 	<ul style="list-style-type: none"> • No judgment • No debates • Support self-efficacy (belief that they can change) • Roll with resistance