A Precontemplation Stage Tool

Readiness Rulers
Readiness Rulers: I-C-R

- **Importance**: The willingness to change
- **Confidence**: In one’s ability to change
- **Readiness**: A matter of priorities
On a scale of 1 to 10, how important is it for you to make a change?

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not at all important</td>
<td></td>
<td></td>
<td></td>
<td>Somewhat important</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Extremely important</td>
</tr>
</tbody>
</table>
Importance to Change Readiness Ruler

- We show the client the Importance readiness (willingness) ruler & ask:
  - On a scale of 1 to 10, how important is it to you to make a change in . . . ?
  - Example, If you are a 5, why are you a 5 and not a 3?
  - Or if you are a 5, what need to happen for you to go to a 7?
  - How could I assist you in getting to a 7?
On a scale of 1 to 10, how confident are you that you could make a change if you wanted to?
Confidence to Change Readiness Ruler

- We show the client the Confidence (ability) readiness ruler & ask:
  - On a scale of 1 to 10, how confident are you to make a change in . . . ?
  - Example, If you are a 5, why are you a 5 and not a 3?
  - Or if you are a 5, what need to happen for you to go to a 7?
  - How could I assist you in getting to a 7?
Building Confidence

- Review past successes
- Define small steps that can lead to success
- Problem solve to address barriers
- Provide tools—strategies, resources, teach skills
- Attend to the progress and use slips as occasions to further problem solve rather than failure
## Simplified Motivational Categories

<table>
<thead>
<tr>
<th>Confidence in Ability</th>
<th>Importance of Change</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Low</strong></td>
<td><strong>Low</strong></td>
<td><strong>High</strong></td>
</tr>
<tr>
<td>Group 1 – Little interest in change; don’t think they could even if they wanted to.</td>
<td></td>
<td>Group 2 – Want to change, but don’t think they are able.</td>
</tr>
<tr>
<td><strong>High</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Group 3 – Believe they could change, but not interested right now.</td>
<td></td>
<td>Group 4 – Want to change and believe they have the ability.</td>
</tr>
</tbody>
</table>
On a scale of 1 to 10, how ready are you to make a change?
Readiness to Change Readiness Ruler

- We show the client the Readiness (specific commitment) ruler & ask:
  - On a scale of 1 to 10, how ready are you to make a change in . . . ?
  - Example, If you are a 5, why are you a 5 and not a 3?
  - Or if you are a 5, what need to happen for you to go to a 7?
  - How could I assist you in getting to a 7?
Readiness to Change”
Ruler

Not Prepared to Change
0

Already Changing
10
Let’s Try Using Readiness Rulers

1. How *important* is it for you to learn about motivational interviewing?
2. How *confident* are you that you can learn motivational interviewing?
3. How *ready* are you at this point to do some of these things in your practice?