Individual Intervention & Stage Matching (Chapter 7)
Questionnaire for Determining a Person’s Current Exercise Stage

“Regular exercise” is any planned physical activity (e.g., brisk walking, aerobics, jogging, bicycling, swimming, rowing, etc.) performed to increase physical fitness. Such activity should be performed three to five times per week for 20 to 60 minutes per session.

Do you exercise regularly according to that definition?

☐ 1. Yes, I have been exercising regularly for MORE than six months.

☐ 2. Yes, I have been exercising regularly for LESS than six months.

☐ 3. No, but I intend to start exercising regularly in the next 30 days.

☐ 4. No, but I intend to start exercising regularly in the next six months.

☐ 5. No, and I do NOT intend to start exercising regularly in the next six months.

RESULTS

If you checked the last box, you are in the precontemplation stage.
If you checked the fourth box, you are in the contemplation stage.
If you checked the third box, you are in the preparation stage.
If you checked the second box, you are in the action stage.
If you checked the first box, congratulations! You are in the maintenance stage.

Adapted from the Exercise: Stages of Change—Short Form.
Stages of Change Model

Behavior change involves moving through six stages

- Precontemplation “I won’t/I can’t”
- Contemplation “I might”
- Preparation “I will”
- Action “I am”
- Maintenance “I have”
- Termination
Experiential and Behavioral Processes

- Experiential processes:
  - Directed toward increasing people’s awareness of, and changing their thoughts and feelings about, themselves and their exercise behavior.

- Behavioral processes:
  - Directed toward changing aspects of the environment that can affect exercise participation.
## Definitions and Examples of Experiential Processes

<table>
<thead>
<tr>
<th>PROCESS</th>
<th>DEFINITION</th>
<th>INTERVENTION EXAMPLE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EXPERIENTIAL PROCESSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consciousness raising</td>
<td>Seeking new information and a better understanding of exercise</td>
<td>Read pamphlets, talk to a health care professional about the benefits of exercise</td>
</tr>
<tr>
<td>Self-reevaluation</td>
<td>Assessing how one thinks and feels about oneself as an inactive person</td>
<td>Consider whether being inactive is truly in line with the person’s values</td>
</tr>
<tr>
<td>Environmental reevaluation</td>
<td>Considering how inactivity affects the physical and social environment</td>
<td>Find out the costs of inactivity to the health care system</td>
</tr>
<tr>
<td>Dramatic relief</td>
<td>Experiencing and expressing feelings about becoming more active or remaining inactive</td>
<td>Imagine the feelings of regret and loss for not having prevented the loss of health through exercise</td>
</tr>
<tr>
<td>Social liberation</td>
<td>Increasing awareness of the social and environmental factors that support physical activity</td>
<td>Seek out information about exercise groups and resources in the community, workplace, etc.</td>
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</tbody>
</table>
# Definitions and Examples of Behavioral Processes

<table>
<thead>
<tr>
<th>Behavioral Processes</th>
<th>Definition</th>
<th>Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>Self-liberation</td>
<td>Activities that strengthen one’s commitment to change and the belief that one can change</td>
<td>Announce one’s commitment to exercise to family and friends; stay positive and remind oneself “I can do it!”</td>
</tr>
<tr>
<td>Counterconditioning</td>
<td>Substituting physical activities for sedentary activities</td>
<td>Go for a walk after dinner rather than watch television</td>
</tr>
<tr>
<td>Stimulus control</td>
<td>Controlling situations and cues that trigger inactivity and skipped workouts</td>
<td>Plan ahead for a busy period at work/school and schedule exercise on a calendar</td>
</tr>
<tr>
<td>Reinforcement management</td>
<td>Rewarding oneself for being active</td>
<td>Establish goals and reward oneself for achieving them</td>
</tr>
<tr>
<td>Helping relationships</td>
<td>Using support from others during attempts to change</td>
<td>Buddy up with a friend who is also trying to start an exercise regimen</td>
</tr>
</tbody>
</table>
Stage Matched Interventions at Precontemplation Stage

Goal: To begin thinking about changing

Behavioral Strategies:

- Provide them health information of benefits
- Reduce the actual and perceived costs & barriers
  - Intention to exercise is low
  - Willingness is low
  - Self-efficacy is low
  - Perceived & actual access to facilities
- Strengthen actual and perceived benefits of PA
Pre-contemplation Stage

- Health pamphlets
- Media advertising
- Awareness of risks
- Benefits of exercising
- Health clinics & workshops
- Wellness seminars (topics such as weight loss and physical activity)
Stage Matched Interventions at Contemplation State

- Goal: To adopt regular exercise

- Behavioral Strategies
  - Marketing and media campaigns with accurate information
  - Activities to increase self-efficacy
    - Modeling, demonstrating, verbal persuasion
  - Evaluate pros and cons of exercise (Decision Balance sheet)
Decision Balance Sheet

- Positive
- Negative
Stage Matched Interventions for Preparation Stage

- **Goals:** To adopt regular exercise at criterion levels

- **Strategies**
  - Assessment of physical and psychosocial traits
  - *Goal Setting*
  - *Personality matching*
  - Pre-starter & starter program
  - *Self-monitoring activities*
  - Evaluate one’s environment and social support
  - Evaluate one’s barriers to modifying behavior
Goals Setting

Key motivational intervention

Considered to be a cornerstone of success of one’s fitness program

Formal and continuous goals setting throughout one’s fitness program increases adherence to exercise
Goals Setting

- Goals need to be realistic, attainable, flexible, meaningful, and challenging.
- Stair step approach to fitness
- Major pit fall in setting goals is to set them early and never assess them until the very end.
- Systematic Goal Setting System
Goal setting program

- What do you want to change?
- Your outcome goal(s)
- Your short term goal(s)
- Strategies to achieve goal(s) or Process goals
## Goal Setting System

<table>
<thead>
<tr>
<th>What do you want to change?</th>
<th>Outcome goals</th>
<th>Short term goal</th>
<th>Strategies to achieve your outcome goals (Process goals)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feel better about my self</td>
<td>Be able to walk for 1 hour</td>
<td>Be able to walk 2 miles in 30 minutes (assessed in 3 weeks)</td>
<td>Enlist the help of my neighbor to walk in the morning and after work 3 days per week.</td>
</tr>
<tr>
<td>Loose weight</td>
<td>Lose 15 lbs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Be stronger</td>
<td></td>
<td>Lose 5 lbs in 2 weeks</td>
<td></td>
</tr>
<tr>
<td>Be in better shape</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>aerobically</td>
<td></td>
<td></td>
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</tbody>
</table>
### Sample Goal-Setting Worksheet

#### GOAL-SETTING SHEET

<table>
<thead>
<tr>
<th>Contract set date:</th>
<th>1/2/06</th>
<th>Target date:</th>
<th>6/1/06</th>
</tr>
</thead>
</table>

**Goal defined:** To improve my cardiovascular endurance (VO2 max) by 10% and lose weight (10 pounds).

**Strategies to achieve goals:**
- (a) Walk neighborhood daily after dinner (~1 mile)
- (b) Ride stationary bike three times per week (30 mins, 70% max heart rate)

**Daily progress notes:**
- 1/4/06 - Walked after dinner, no bike today, weighed myself at 7:00 am - no change from 2 days ago
- 1/6/06 - Walked after dinner yesterday and today, biked during lunch hour but only made it 20 mins, heart rate around 80% max, lost a pound
Pre-starter Program

- Activity is closely associated with their daily activity, such as walking.
- Need to be convenient, that is, it can be done around home or work.
- No dress out is necessary.
- Should not be concerned with meeting ACSM training goal.
- The goal is just movement.
Starter Program

- 3-5 METS (low in intensity)
- 3 days a week for 6-8 weeks
- Short in duration
  - Aerobic 10 -15 minutes
  - Weight 7-10 stations; 8-15 reps.
- Gradually work on duration not intensity.
- Client choice
Preparation Strategies

- **Self-Monitoring activities**
  - Weekly workout progress log
  - Computer programs that record your workouts
    - Self-monitoring exerciser checklist of type, mode, intensity of exercise, time, distance, heart rate, number of steps, kcal, etc.
  - **Cue controls**

- **Pre starter or Starter Program**
Cue Controls

- Have a set time for PA
- Separate PA from other activities
- PA occurs in pleasant and safe surroundings
- Seek to spend time with friends or people of your own age.
- Exercise posters
- Modeling effect from spouse
- Exercise to music
Stage Matched Interventions at Action Stage

■ Goal: To establish exercise as a habit

■ Strategies:
  ■ Rewards and punishment
    ■ Behavioral change contracts (see handout)
    ■ Establish effective rewards
  ■ Slippage and Relapse control
  ■ Proper ACSM exercise prescription
    ■ Assessment, goal setting, & exercise programming
Effective Rewards

- What kinds of things do you like to have?
- What are your major interests? Hobbies?
- Who do you like to be with?
- What do you do for fun?
- What do you do to relax?
- What makes you feel good?
- What would you hate to lose?
Relapse Prevention

- Seek to prevent the *abstinence violation effect*—when an initial lapse causes the exerciser to abandon entire exercise regimen
  - Lapse is a few days of not exercising or PA activity
  - Relapse is an extended period of no exercise or PA activity

- Identify high-risk thoughts, feelings, and situations that might prompt a relapse

- Plan for a relapse before it occurs

- Identify high risk situation for skipping exercise
  - i.e., vacations, weather

- Change one’s thinking about relapses
  - Realize they are inevitable and normal
  - Be more flexible about exercise goals
  - Provide exercisers with more alternatives when designing a program (e.g. walking or biking, biking or stair master)
**Slippage Control**

- Time management training
- Stress management training
- Backup Plan (type & place)
  - Swimming pool not open I will walk on treadmill
  - Snowing can’t walk, put on a aerobic tape
  - On business trip, walking or exercising in the room
  - On vacation, set aside a time each day to exercise
Stage Matched Intervention at Maintenance Stage

- Making Physical activity and exercise a habit!!!!
- Re-evaluate goals at regular intervals every 8-16 weeks.
- Continue to follow the ACSM Exercise prescription Guidelines
- Variety of exercise routines (cross training)
The End

Questions???