

WIC Client Centered Counseling Training

Stages of Change and Motivational Negotiation Quiz

Complete the following questions after reviewing the Stages of Change and Motivational Negotiation units.

Stages of Change Quiz

1. The Stages of Change Model is based on:
 - A. A person's readiness to change a behavior
 - B. The number of behaviors a person has successfully changed
 - C. A 10-step model for behavior change
2. The client comment "I know it is important to provide healthy meals and snacks but I just don't have the time to prepare them" is an example of which stage of readiness to change?
 - A. Maintenance
 - B. Action
 - C. Preparation
 - D. Contemplation
 - E. Precontemplation
3. The client comment "It's been almost a year since we stopped eating in front of the TV. What a difference that has made!" is an example of which stage of readiness to change?
 - A. Maintenance
 - B. Action
 - C. Preparation
 - D. Contemplation
 - E. Precontemplation
4. The client comment "I've tried before and it's never worked" is an example of which stage of readiness to change?
 - A. Maintenance
 - B. Action
 - C. Preparation
 - D. Contemplation
 - E. Precontemplation
5. The educational strategy of "focusing on the impact the negative behavior has on loved ones" would be appropriate with which stage of readiness to change?
 - A. Maintenance
 - B. Action
 - C. Preparation
 - D. Contemplation
 - E. Precontemplation

6. The educational strategy of "identifying barriers and ways to overcome them" would be appropriate with which stage of readiness to change?
 - A. Maintenance
 - B. Action
 - C. Preparation
 - D. Contemplation
 - E. Precontemplation

7. The educational strategy of "reinforcing the client's recent decision to change" would be appropriate with which stage of readiness to change?
 - A. Maintenance
 - B. Action
 - C. Preparation
 - D. Contemplation
 - E. Precontemplation

Motivational Negotiation Quiz

1. The statement "it sounds like you offer your daughter chips and cookies for snacks because she likes them and they are easy for you to buy and keep in the house" is an example of:
 - A. Open-ended questioning
 - B. Reflective listening
 - C. Clarifying
 - D. Identifying discrepancies
 - E. Exploring ambivalence
 - F. Negotiating action

2. The counselor using statements or questions such as "Can you explain to me...?" to avoid assumptions is an example of the following motivational negotiation technique:
 - A. Open-ended questioning
 - B. Reflective listening
 - C. Clarifying
 - D. Identifying discrepancies
 - E. Exploring ambivalence
 - F. Negotiating action

3. Which of the following motivational negotiation techniques avoids simple yes/no responses and encourages more in-depth responses:
- A. Open-ended questioning
 - B. Reflective listening
 - C. Clarifying
 - D. Identifying discrepancies
 - E. Exploring ambivalence
 - F. Negotiating action