

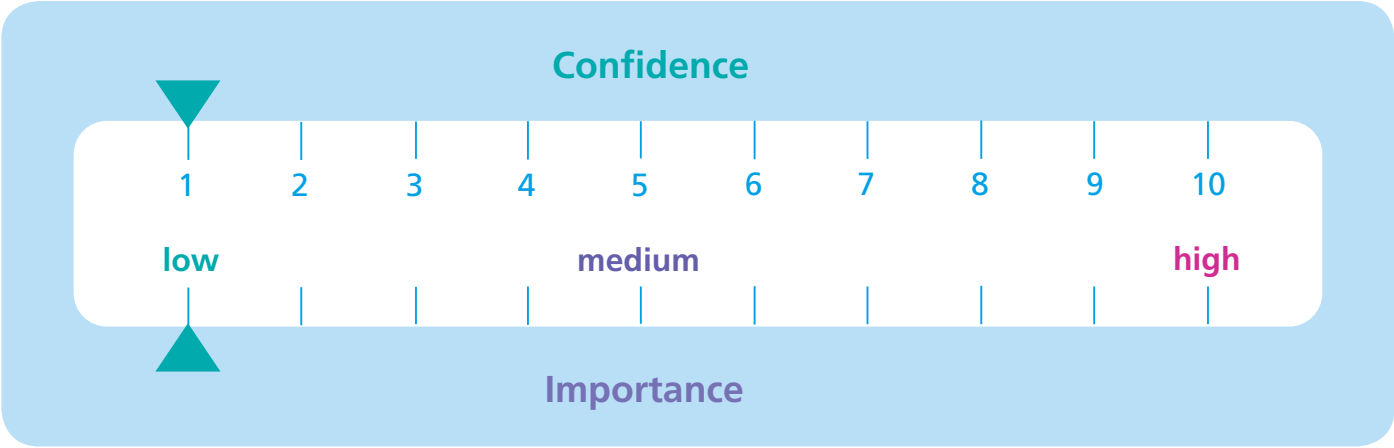
Readiness to change – what to listen out for and what to do next

The patient's response to the information provided will then help the practitioner to gauge how ready they are to increase their activity levels. At this stage, the practitioner is trying to get a general sense of whether the patient is open to increasing their activity levels in some way (yes – ready to change) or whether they are still unsure or uninterested in this (no – not ready) and how important this would be to them. See the table below for some ideas on what to listen out for and what to do next.

Not Ready		Ready	
Patient says	Practitioner says/does	Patient says	Practitioner says/does
'I don't want to discuss this.' 'I'm not interested.'	Exit strategy and provide written information on the benefits of physical activity.	'I'm not sure what I should do.' 'I know I need to be more active.'	Discuss options. Encourage goal setting. Follow-up.
'What do you mean?' 'Why are you asking about this?'	Discuss benefits: 'We know that....' 'This could help you' and provide written information on benefits of physical activity.	'I have been trying but I have slipped back.' 'I think it will be really hard.'	Build confidence. Encourage goal setting. Follow-up.
'But it's difficult to be active...' 'I don't think I'm that inactive.'	Build motivation: 'It sounds like you're not sure' and provide written information on benefits of physical activity.		

Readiness Ruler

The Readiness Ruler below can be used to prompt discussion and gauge a patient's confidence and readiness to change.



See the table overleaf for some ideas on what to listen out for and what to do next.

		Importance		
Confidence		Low	Medium	High
	Low	<p>Low importance, low confidence: The patient doesn't think they can increase their physical activity level but doesn't think it is important. Check with them that they have all the information to allow them to make an informed decision about the importance of that behaviour. Ensure they are ready before you suggest confidence-building strategies.</p>	<p>Medium importance, low confidence: The patient understands the need to increase their physical activity level but does not feel confident about changing their behaviour. There may be some strategies you could suggest, but make sure you ask permission before giving advice. You may also want to discuss their knowledge to ensure they make an informed decision</p>	<p>High importance, low confidence: The patient understands the need to increase their physical activity level but does not feel confident about changing their behaviour. There may be some strategies you could suggest, but make sure you ask permission before giving advice.</p>
	Medium	<p>Low importance, medium confidence: The patient is reasonably sure they can increase their physical activity level but doesn't think it is important. Check with them that they have all the information to allow them to make an informed decision about the importance of that behaviour.</p>	<p>Medium importance, medium confidence: The patient understands the need to increase their physical activity level but needs to boost their confidence to allow the change to happen. Check they have the information they need and discuss change strategies with them.</p>	<p>High importance, medium confidence: The patient understands the need to increase their physical activity level but needs more confidence to change their behaviour. There may be some strategies you could suggest, but make sure you ask permission before giving advice.</p>
	High	<p>Low importance, high confidence: The patient is confident they can increase their physical activity level but doesn't think it is important. Check with them that they have all the information to allow them to make an informed decision about the importance of that behaviour.</p>	<p>Medium importance, high confidence: The patient is confident they can increase their physical activity level and understands the need to increase physical activity levels. Check with them that they have all the information to allow them to make an informed decision about the importance of that behaviour.</p>	<p>High importance, high confidence: The patient is confident they can increase their physical activity and understands the importance of this. Ensure motivation is maintained and a strategy is agreed to make the change.</p>