

**MATCHING STRATEGIES TO CLIENT PROCESSES OF CHANGE**

**CLIENT PROCESSES  
(WHAT WOULD YOU SEE OR HEAR)**

**THERAPIST STRATEGIES  
(WHAT DO YOU DO)**

**CONSCIOUSNESS-RAISING**

**SELF REEVALUATION**

**ENVIRONMENTAL REEVALUATION**

**EMOTIONAL AROUSAL**

**SELF LIBERATION**

**COUNTERCONDITIONING**

**STIMULUS CONTROL**

**HELPING RELATIONSHIPS**

**REINFORCEMENT MANAGEMENT**

## **KEY QUESTIONS FOR MANAGING MULTIPLE PROBLEMS**

WHAT IS THE TARGET AND WHICH ARE THE CONTEXTUAL PROBLEMS?

WHERE IS THE INDIVIDUAL WITH RESPECT TO EACH OF THESE PROBLEMS?

WHERE DO YOU HAVE THE BEST LEVERAGE TO ENGAGE THE CLIENT?

WHAT PROBLEM-RELATED BEHAVIOR HAS THE BEST CHANCE FOR CHANGE?

WHERE ARE YOU MOST COMFORTABLE AND COMPETENT TO WORK?

1. SYMPTOM/SITUATIONAL

2. COGNITIONS, BELIEFS  
AND EXPECTANCIES

3. INTERPERSONAL

4. SYSTEMS/ENVIRONMENT

5. INTRAPERSONAL

NOTE: LOOK FOR RESOURCES AS WELL AS PROBLEMS IN THESE AREAS