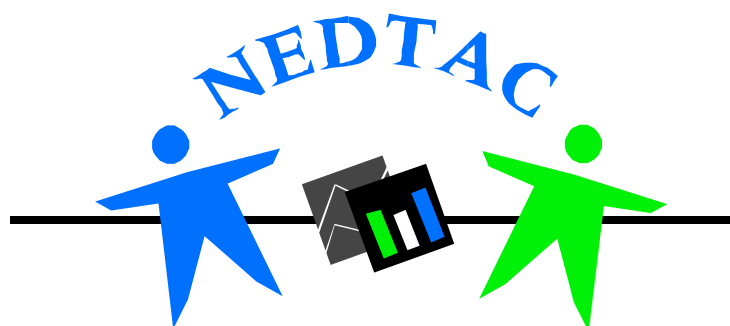


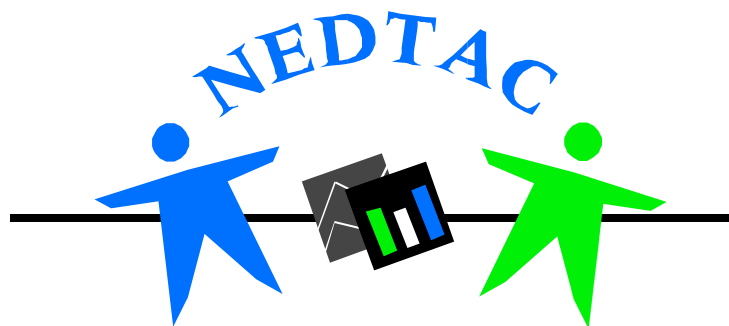
**NATIONAL EVALUATION DATA AND  
TECHNICAL ASSISTANCE CENTER**



**OVERVIEW, RESOURCES, AND REFERENCE LIST ON  
SUBSTANCE ABUSE TREATMENT READINESS,  
MOTIVATION, AND SELF-EFFICACY**

**April 1999**

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**CSAT**  
Center for Substance  
Abuse Treatment  
SAMHSA

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## FOREWORD

One of the missions of the Center for Substance Abuse Treatment is to enhance the nation's substance abuse treatment system by identifying, developing, and supporting appropriate policies, approaches, and programs. In short, for the field of substance abuse treatment, CSAT seeks to determine what works for whom, how well, and at what cost.

Building knowledge through evaluation is the key to answering these questions. From CSAT's perspective, evaluation—including cost analysis and performance measurement—is an integral component of program management and part of an ongoing process of knowledge development, assessment, and improvement. Toward this end, CSAT's Program Evaluation Branch established the National Evaluation Data and Technical Assistance Center (NEDTAC) to advance state-of-the-art evaluation in the field of substance abuse treatment.

A primary NEDTAC activity was to provide evaluation technical assistance and support to substance abuse treatment providers and evaluators. In pursuit of this objective, NEDTAC produced a series of bibliographies in key topic areas. This collection of selected citations focuses on various aspects of treatment readiness and motivation.

This bibliography, along with others in the series, was developed under the guidance and direction of the NEDTAC Government Project Officer, Ron Smith, Ph.D., Program Evaluation Branch, Office of Evaluation, Scientific Analysis, and Synthesis. We also wish to thank Beth Archibald Tang for reviewing this document.

Sharon Bishop  
Director  
National Evaluation Data and  
Technical Assistance Center (NEDTAC)

## **I. TREATMENT READINESS, MOTIVATION, AND SELF-EFFICACY**

## **I. TREATMENT READINESS, MOTIVATION, AND SELF-EFFICACY**

Substance abuse treatment literature illustrates how various factors may interact with, support or suppress a patient's motivation for treatment. In 1991, W.R. Miller felt there was a new trend in understanding patient motivation as "more complex" than degrees of a client's resistance to treatment and that motivation was "...influenced by environment and interpersonal processes." One of the new strategies for motivating clients was engagement of a significant other or other family members (Miller, 1991). In 1996, Miller describes "motivational interviewing" as an effective counseling approach to initiate behavior change. He reports that there is "evidence" that motivational interviewing can be effective in reducing clients' alcohol and drug abuse (Miller, 1996).

Using the Motivation, Readiness and Suitability Scale (DeLeon and Jainchill, 1986) to measure "perceived willingness for treatment," Erickson, Stevens, McKnight, & Figueredo (1996) found that clients' willingness was positively related to retention in treatment. Camacho, Williams, Vogtsberger, & Simpson (1995) recommended that motivation levels be considered in matching intervention strategies with client needs. A study by Ryan, Plant, & O'Malley (1995) examined the relationship between initial treatment motivation to patient involvement in outpatient treatment and dropout and the relationships between patient characteristics, motivation, and treatment retention. The authors note that even though "...lack of motivation is one of the most frequently cited reasons for patient dropout,..." relapse, and other aspects of treatment failure (Ryan et al., 1995), empirical evidence does not consistently support the importance of patient motivation in treatment success. One issue to consider is the type of motivation experienced by the client. In self-determination theory as described by Deci and Ryan (1985), perceived locus of causality (PLOC) can be external or internal. External PLOC are external events, persons, or forces that are perceived by the individual to control behavior. Internal PLOC are the internal choices, values, and interests of the individual from which behavior is controlled. Ryan et al. used the Treatment Motivation Questionnaire (TMQ) to measure internal and external motivations for treatment. Clients with the highest internal and external motivations had the highest attendance and treatment retention. Clients with low internal motivation had the lowest treatment response rate, "regardless of the level of external motivation." The authors note that the TMQ was designed to measure only initial motivation for treatment and that other factors may affect patient motivation throughout the time that treatment is in progress. [See also Weidman (1995) for use of Nowicki-Strickland Locus of Control Scale.]

In an alcohol treatment study called Project MATCH, motivational readiness was one of many client characteristics examined. Project MATCH investigated client response to three different behavioral treatments: 12-Step Facilitation Therapy (TSF), Cognitive Behavioral Coping

Skills Therapy (CBT) and Motivational Enhancement Therapy (MET). The overall results indicate that each of these three treatments can be effective when implemented as the Project Match treatments were. Motivational readiness was not reported to affect treatment outcome.

The Transtheoretical Model of Behavior Change (TMBC) is based on the concept that changes in behavior occur in five stages: precontemplation, contemplation, preparation for action, action, and maintenance (Blume and Schmaling, 1996). In a study on smoking, Marlatt and Gordon (1985) described the Prochaska and DiClemente (1983 and 1982) stages of behavioral change as: precontemplation, contemplation, action, maintenance, and relapse. Marlatt and Gordon's (1985) own stages in the habit-change process are: motivation and commitment to change, implementation of the change (such as "quitting" the substance abuse), and maintenance. Marlatt and Gordon describe the maintenance stage as the most difficult period because it is "...the hardest to maintain the commitment to change over time." Marlatt and Gordon made a distinction between motivation and self-efficacy. They viewed motivation as "half the story" in terms of modifying addictive behavior. Self-efficacy is the client's perceived skill to cope with certain situations that may have formerly lead to substance abuse. The authors felt that "high levels" of motivation and self-efficacy are important to succeed in behavior change and to avoid relapse.

A matrix of selected instruments for measuring treatment readiness and motivation follows. Where possible, the matrix includes a resource for acquiring the instrument and literature citations for the specific instrument. The attached Selected Citations on Treatment Readiness/Patient Motivation includes citations for the research mentioned above and in the instrument matrix. Additional resources are provided for more information in the attached Selected Citations on Transtheoretical Model of Behavior Change and Motivational Interviewing and the Selected Citations on Self-Efficacy and Substance Abuse.

**II. SELECTED CITATIONS ON TREATMENT  
READINESS/PATIENT MOTIVATION**

## II. SELECTED CITATIONS ON TREATMENT READINESS/PATIENT MOTIVATION

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**III. SELECTED INSTRUMENTS TO MEASURE TREATMENT  
READINESS AND MOTIVATION**

### III. SELECTED INSTRUMENTS TO MEASURE TREATMENT READINESS AND MOTIVATION

INSTRUMENT	MEASUREMENT	AGE	AUTHOR/REFERENCE	CONTACT
Circumstances, Motivation, Readiness and Suitability Scale (CMRS)	Circumstance (11 items), motivation (17 items), readiness (8 items), suitability(16 items, including suitability for residential treatment)	Adult	DeLeon & Jainchill (1986); Erickson, Stevens, McKnight, & Figueredo (1996)	Dr. George DeLeon Dr. Gerald Melnick CTCR 11-17 Beach St. New York, NY 10013 (212) 966-8700
Motivation Analysis Test (MAT)	Drive, satisfaction, conflict, motivation	Adult/ Adolescent (17 +)	Sweney, Cattell, & Horn (1982)	Institute for Personality and Ability Testing, Inc. P.O. Box 1188 Champaign, IL 61824-1188 (800) 225-4728 (IPAT)
Motivation Profile	Achievement, caring cooperation, creativity, independence, influence, knowledge, leadership, order, persistence, security, self-development, status, variety			Precision People, Inc. 3452 N. Ride Circle, S. Jacksonville, FL 32217 (904) 262-1096
Motivational Structure Questionnaire (MSQ)	Maladaptive motivational patterns	Adult/ Adolescent	Cox & Klinger (1988)	Dr. Miles Cox Psychology Service (116B) North Chicago, VAMC 3001 Green Bay Road North Chicago, IL 60064
Motivation, Readiness, and Suitability Scale (MRS) (CMRS modified- circumstance section deleted)	Motivation, readiness, suitability	Adult	DeLeon & Jainchill (1986); Erickson, Stevens, McKnight, & Figueredo (1996)	Dr. George DeLeon Dr. Gerald Melnick CTCR 11-17 Beach St. New York, NY 10013 (212) 966-8700
Readiness to Change Questionnaire (RTCQ)	Readiness to change alcohol drinking behavior/ drug behavior	Adult/ Adolescent	Blume & Schmalung (1996); Gavin, Sobell, & Sobell (1994); Heather, Rollnick, & Bell (1993); Rollnick, Heather, Gold, & Hall (1992); Heather, Gold, & Rollnick (1991)	National Drug and Alcohol Research Centre University of New South Wales P.O. Box 1 Kensington, New South Wales Australia 2033

## SELECTED INSTRUMENTS TO MEASURE TREATMENT READINESS AND MOTIVATION (CONTINUED)

INSTRUMENT	MEASUREMENT	AGE	AUTHOR/REFERENCE	CONTACT
Recovery Attitude and Treatment Evaluator (RAATE-CE/35-item; RAATE-QI/94-item)	Motivation for and resistance to treatment/ continuing care, bio-medical and psychological problems, environmental/ social support	Adult (18 +)	Najavits, Gastfriend, Nakayama, Barber, Blaine, Frank, Muenz, & Thase (1997); Britt, Knisely, Dawson, & Schnoll (1995); Mee-Lee, Hoffman, & Smith (1992); Smith, Hoffmann, & Nederhoed (1995); Smith, Hoffmann, & Nederhoed (1992)	New Standards, Inc. 1080 Montreal Ave., #300 St. Paul, MN 55116 612-690-1002 800-755-6299 fax: 612-690-1303
Stages of Change Readiness and Treatment Eagerness Scale (SOCRATES) (19- or 39-item versions)	Motivation for change	Adult	Miller & Tonigan (1996); Isenhart (1994)	American Psychological Assoc. 1200 17th St., NW Washington, D.C. 20036 (202) 336-5600
Treatment Motivation Questionnaire (TMQ) (26-items)	Internal and external motivations for treatment	Adult	Ryan, Plant, & O'Malley (1995); Deci & Ryan (1985)	

**IV. SELECTED CITATIONS ON TRANSTHEORETICAL MODEL OF  
BEHAVIOR CHANGE AND MOTIVATIONAL INTERVIEWING**

#### **IV. SELECTED CITATIONS ON TRANSTHEORETICAL MODEL OF BEHAVIOR CHANGE AND MOTIVATIONAL INTERVIEWING**

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## **V. SELECTED CITATIONS ON SELF-EFFICACY AND SUBSTANCE ABUSE**

## V. SELECTED CITATIONS ON SELF-EFFICACY AND SUBSTANCE ABUSE

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