# Pre contemplation Exercise

What brought you to VCS-Inc. for coaching? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Are you being asked to make a change that you disagree with? (You do not think this is actually a problem for you, or do not believe you should be responsible for making this change.)

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Investigate your target behavior—make a list of the ways it affects you now and how it may affect you in the future (Include the effect this situation/behavior is having on your relationship(s), work/education, social life/network, environment, finances):

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Become aware of the mental defenses you use to resist change; examples of defenses include denying the consequences of your target behavior and rationalizing your reasons for not changing. List some of the key mental defense mechanisms that you use to resist change:

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Don’t think you are using mental defenses? It’s possible you are not. To be clear on this, seek third party perspective from those you trust most. Who would tell you the truth, even if it were uncomfortable? Who would tell you the truth from a place of wanting to help, rather than hurt you? Enlist friends and family members to help you learn more about your target behavior and the defenses that block your progress. Do not punish your truth tellers. Listen without defending yourself and thank them for their help. AWARENESS is NECESSARY in any change effort. List the people you have spoken with, and briefly describe what they told you about the defense mechanisms you use:

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Is there something you want to work on / improve in your life to improve your outcomes? Do you believe these improvements can possibly happen without YOU changing your behavior(s)?

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Do you need help getting started? Identify and list community resources that can help you change your target behavior—for example, a stop-smoking program or a stress-management workshop:

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