

## **ABSTRACT**

*Sex workers are often undervalued and subjected to discrimination and social stigma. This leads to difficulties for them to disclose their work, especially to their families. This study aims to explore the motives that influence sex workers' decision to disclose their occupation and the stages of self-disclosure in establishing relationships with families. This is a phenomenological study with two theoretical frameworks: motive theory and self-disclosure theory. Methods used are qualitative using an interpretative paradigm. Data collection techniques and data analysis are by conducting in-depth interviews with sex workers. The results showed that there are several motives for self-disclosure, such as feelings of compulsion and fear, which aim to avoid family conflict. Therefore, sex workers must consider the risks and benefits before deciding to disclose information about their work as sex workers to their families (pre-disclosure stage). Then, the sex worker must disclose the information and wait for the family's response (disclosure stage). The last stage of sex work experiences changes in interpersonal relationships with the family and self-acceptance (post-disclosure stage).*

**Keywords:** *Motive, Self-Disclosure, Interpersonal Communication, Commercial Sex Workers*