

MI for health behavior change

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MI for health behavior change

- Motivating Change (MC)
 - Using MI principles in brief encounters (10-15 min.) with a clinician or health educator
- Motivating Change in Groups (MCG)
 - Using MI principles in group classes, workshops, meetings, etc.



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Brief Negotiation Roadmap

OPEN THE ENCOUNTER

- ♦ Introduce yourself and your role
- ♦ Confirm the reason for the visit
- ♦ State the appointment length
- ♦ Ask Permission
- ♦ Ask Open-ended question
- ♦ Listen without judgment or interruption
- ♦ Summarize / reflect what the patient said
- ♦ Information exchange as appropriate

NEGOTIATE THE AGENDA

- ♦ Offer options: On this chart are a number of things that can affect _____.
- ♦ Elicit patient choice: Is there one area you would like to focus on today?
Is there something you'd like to add to the chart, or something else you'd rather talk about?
- ♦ Information exchange as appropriate

EXPLORE AMBIVALENCE

- ♦ What are some reasons you would want things to stay the same? *AND*
- ♦ What are some reasons for making a change?
- OR
- ♦ What do you like about _____? *AND*
- ♦ What don't you like about _____?
- ♦ Summarize

ASSESS READINESS

- ♦ Ruler or Readiness Scale 0 - 10
- ♦ Straight Question: Why a 5?
- ♦ Backward Question: Why a 5 and not a 2?
- ♦ Forward Question: What would need to be different to move you from a 5 to a 7 or 8?
- ♦ Summarize

TAILOR THE TRANSITION

- | | |
|---|--|
| <p>Not Ready 0 - 3</p> <ul style="list-style-type: none"> ♦ Raise Awareness ♦ Elicit Change Talk ♦ Advise & Encourage | <ul style="list-style-type: none"> ♦ What would need to happen for you to think about changing? ♦ How can I help? ♦ Would you be interested in knowing more about _____? ♦ What might need to be different for you to consider making a change in the future? ♦ Summarize as appropriate |
| <p>Unsure 4 - 6</p> <ul style="list-style-type: none"> ♦ Evaluate Ambivalence ♦ Elicit Change Talk ♦ Build Readiness | <ul style="list-style-type: none"> ♦ Where does that leave you now? ♦ What do you see as your next steps? ♦ What are you thinking / feeling at this point? ♦ Where does _____ fit into your future? ♦ Summarize as appropriate |
| <p>Ready 7 - 10</p> <ul style="list-style-type: none"> ♦ Strengthen Commitment ♦ Elicit Change Talk ♦ Negotiate a Plan | <ul style="list-style-type: none"> ♦ What are your main reasons for _____? / Why is this important to you? ♦ What are your ideas for ____? / How might you do it? ♦ How might your life be different when you make this change? ♦ What barriers might you encounter when making this change? ♦ Summarize as appropriate |

CLOSE THE ENCOUNTER

- ♦ Show appreciation
- ♦ Affirm positive behaviors
- ♦ Respectfully acknowledge decisions
- ♦ Arrange for follow up and link with available resources
- ♦ Offer Advice if appropriate
- ♦ Emphasize Choice
- ♦ Express Confidence

Highlights of MC

- Reflective listening
- Choice
- Change talk

Highlights of MCG

- Reflective listening: Targeted OEQs
- Choice: Is the agenda negotiable in content or timing?
- Change talk!
 - Explore ambivalence (exercise)
 - Assess readiness (group setting)