

INSPIRING THE AMBIVALENT

A BEHAVIOUR CHANGE WORKSHOP

FOR PRIMARY CARE AND ALLIED HEALTH

PROFESSIONALS

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WORK BOOK

WORKSHOP OUTLINE

- Modifying health and lifestyle risk factors is recognised as a crucial element of Chronic Disease management and prevention.
- Providing patient centred self management support is a fundamental skill for any Health Professional, no matter what the forum of their client contact.
- Providing this support for those who are ambivalent about the changes they need to make, or "not ready", can be a challenge, and this workshop provides you with some strategies to help them on their journey!
- This practical workshop is an introduction to theories behind promoting healthy behaviours, but focused more on exploring practical tips that can be used at any opportunity which do not need to involve any additional time in your consultations.

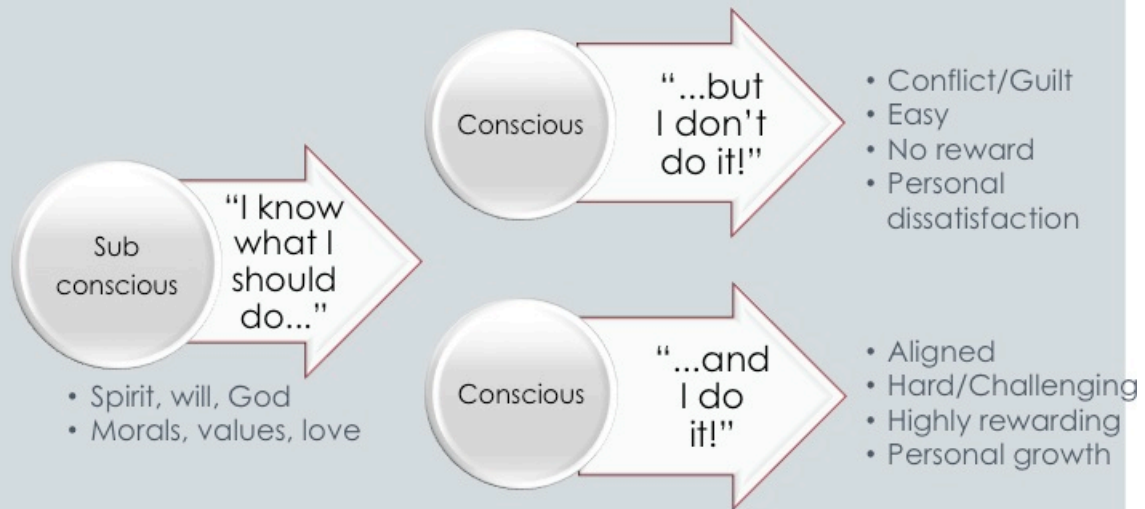
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LEARNING OBJECTIVES

1. To have practical strategies that can be applied to current practice regardless of profession or setting
2. To be aware of options to further increase your skills in promoting health behaviour change

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I DON'T HAVE THE WILLPOWER.....



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I DON'T HAVE THE MOTIVATION TO MAKE CHANGES!



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THEORY OF BEHAVIOUR CHANGE

3 main categories of processes:

1. Form goal intention
2. Convert intention into action & maintenance
3. Communication

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Notes:

HCA Model of Health Change™

10 Step Decision Framework



Set the Scene & Explain Your Role

① Identify Clinical Issues & Broad Lifestyle & Treatment Categories

② Prioritise & Choose a Category to Work On

③ Ask RICK® ④ Make a Decision

Decision Line

Ready to Take Action

Macro View

Micro View

⑤ Generate Personal Goal Options

⑥ Choose & Refine an Option ⑦ Create an Action Plan

⑧ Identify & Address Barriers ⑨ Ask RICK

⑩ Consider Review & Referral

Readiness

Build Motivation

Build Confidence

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RICK: Readiness, Importance, Confidence, knowledge



HCA Model of Health Change™

Health behaviour change principles and processes
applicable across the spectrum of health goals and clinical contexts



Transtheoretical Model

Prochaska and DiClemente's Stages of Change Model

Stage of Change	Characteristics	Techniques
Pre-contemplation	Not currently considering change: "Ignorance is bliss"	Validate lack of readiness Clarify: decision is theirs Encourage re-evaluation of current behaviour Encourage self-exploration, not action Explain and personalize the risk
Contemplation	Ambivalent about change: "Sitting on the fence" Not considering change within the next month	Validate lack of readiness Clarify: decision is theirs Encourage evaluation of pros and cons of behaviour change Identify and promote new, positive outcome expectations
Preparation	Some experience with change and are trying to change: "Testing the waters" Planning to act within 1 month	Identify and assist in problem solving re: obstacles Help patient identify social support Verify that patient has underlying skills for behaviour change Encourage small initial steps
Action	Practicing new behaviour for 3-6 months	Focus on restructuring cues and social support Bolster self-efficacy for dealing with obstacles Combat feelings of loss and reiterate long-term benefits
Maintenance	Continued commitment to sustaining new behaviour Post-6 months to 5 years	Plan for follow-up support Reinforce internal rewards Discuss coping with relapse
Relapse	Resumption of old behaviours: "Fall from grace"	Evaluate trigger for relapse Reassess motivation and barriers Plan stronger coping strategies

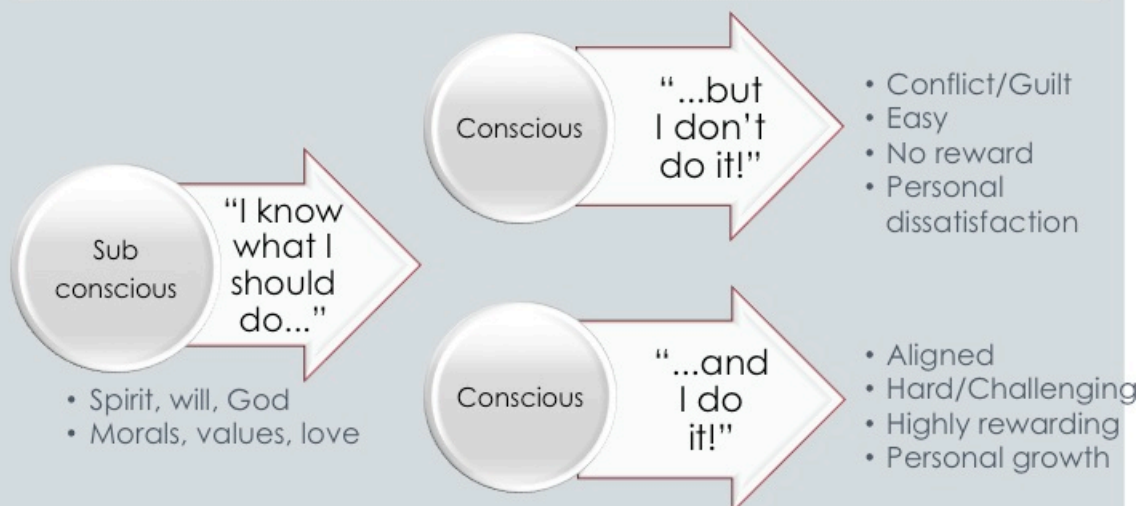
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READINESS FOR CHANGE



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MOTIVATIONAL INTERVIEWING

- A **conversation** with a person (client) to strengthen their own motivation for and commitment to change
- Particularly useful if someone is **ambivalent** about change

Practical 1

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Practical 1 – Experience the other side!

Speakers topic	Helper
<p>Choose something about yourself that you</p> <ul style="list-style-type: none"> • Want to change • Need to change • Should change • Have been thinking about changing <p>BUT</p> <ul style="list-style-type: none"> • You have not changed yet <p>le Choose something you are ambivalent about</p>	<ol style="list-style-type: none"> 1. Find out what the person wants to change 2. Explain why the person should make this change 3. Give at least 3 specific benefits that would result from making the change 4. Tell the person how they could make the change 5. Emphasize how important it is to make that change 6. Persuade the person to do it 7. If you meet resistance – repeat the above..... <p><i>(Taken from Professor Miller MI Workshop 2013)</i></p>

MOTIVATIONAL INTERVIEWING

“Motivational interviewing is a collaborative, **goal-oriented** method of communication with particular attention to the **language of change**. It is intended to strengthen personal motivation for and commitment to a target behaviour change by **eliciting and exploring an individual's own arguments for change**”

Miller & Rollnick 2010

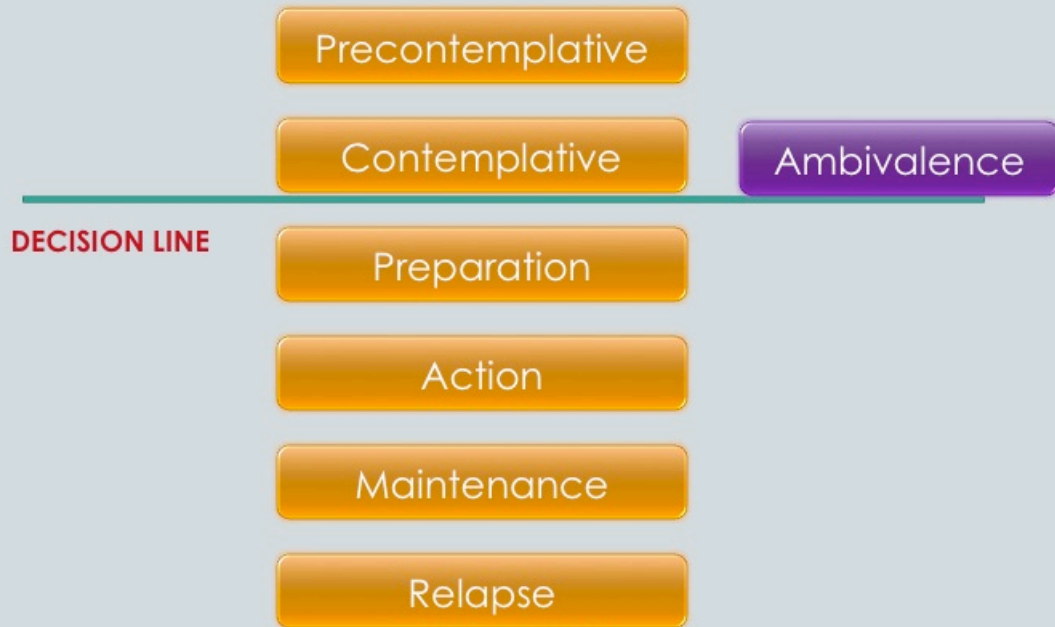
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Practical 2 – MI – Having a conversation

Speakers topic	Helper
<p>Choose something about yourself that you</p> <ul style="list-style-type: none">• Want to change• Need to change• Should change• Have been thinking about changing <p>BUT</p> <ul style="list-style-type: none">• You have not changed yet <p>le Choose something you are ambivalent about</p>	<ol style="list-style-type: none">1. Find out what the person wants to change2. Listen carefully without giving advice3. Ask the following open ended questions<ul style="list-style-type: none">• Why would you want to make this change?• How might you go about making this change?• What are the 3 best reasons for doing it?4. Give a short summary (Reflect)5. Then ask what they will do – and just listen

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READINESS FOR CHANGE



MI TIPS

1. 3 Reflections : 1 Question
2. Inflection with Reflection
3. Silence is a skill/Wait til 8

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TOOLS

ABOVE THE DECISION LINE

Motivation
- The Why???

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ASK RICK

Given everything else going on in your life.....



Readiness/Realistic
Importance
Confidence
Knowledge

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TOOLS

BELOW THE DECISION LINE

Build self confidence
and efficacy

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THE BUTS

B ehaviours
E motions
S ituations
T houghts

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BUILD CONFIDENCE



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SET THEM UP FOR SUCCESS

"If you do what you've always done, you'll get what you've always got."

"For changes to be of any true value, they've got to be lasting and consistent."

(Anthony Robbins)

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- “Not Ready” no excuse
- Engage them
- Understand their side
- Find a way to follow up

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IN SUMMARY

- Have a conversation
- Ask RICK
- Set them up for Success

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WHAT NEXT?

- See references and further reading
- Recommended courses
- Practice and reflect

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WHAT NEXT?

“It's not knowing what to do, it's
doing what you know.”

(Anthony Robbins)

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Notes:

Recommended Reading

- Gale, J., (2010). **The HCA Model: An integrated model of health behaviour change for chronic disease prevention and chronic disease self-management**
<http://www.healthchangeaustralia.com/>
- Gale, J., & Skouteris, H (2013). **Health coaching: Facilitating health behaviour change for chronic condition prevention and self-management**. In M. Caltabiano & L. Ricciardelli (Eds.), *Handbook of Applied Topics in Health Psychology*. Wiley-Blackwell Publishers, Brisbane, Australia. (Also available at the Health Change Australia Website)
- Mason P. & Butler C. (2010) **Health Behaviour Change: A Guide for Practitioners** 2nd Ed Elsevier Ltd
- Miller W. & Rollnick S.(2013) **Motivational Interviewing: Helping People Change** 3rd Ed New York Guildford Press

Useful Links for resources and courses:

- Australian Association of Cognitive and Behaviour therapy <http://www.aacbt.org/>
- Health Change Australia <http://www.healthchangeaustralia.com/>
- Motivational Interviewing Website <http://www.motivationalinterview.org/>
- Wellness Coaching Australia <http://www.wellnesscoachingaustralia.com.au/>

You Tube videos

- Motivational Interviewing - Dr William Miller explaining the concept of (2009)
<http://www.youtube.com/watch?v=cj1BDPBE6Wk>
- Motivational Interviewing - Heart Foundation Australia including this explanation of OARS: 4 core skills of MI (2012) http://www.youtube.com/watch?v=zEpwxJIRQI&list=TLQc_UMUN5O738TS1liOm2Gilk7n3kyOik
- A good example of coaching a client on alcohol consumption behavior by Alan Lyme (2013) <http://www.youtube.com/watch?v=67l6g1l7Zao>
- A good example of eliciting behaviour change post heart attack. Engaging Motivation by Toni Gilligan and Pip Mason (2006)
<http://www.elsevierhealthbehaviorchange.com/video.php>
- Understanding motivation - "Why we do what we do" by Anthony Robbins (2007)
<http://www.youtube.com/watch?v=Cpc-t-Uwv1I>