Counseling for Behavior Change

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Objectives

1. Background

2. Counseling Steps

    1. *Preparation*

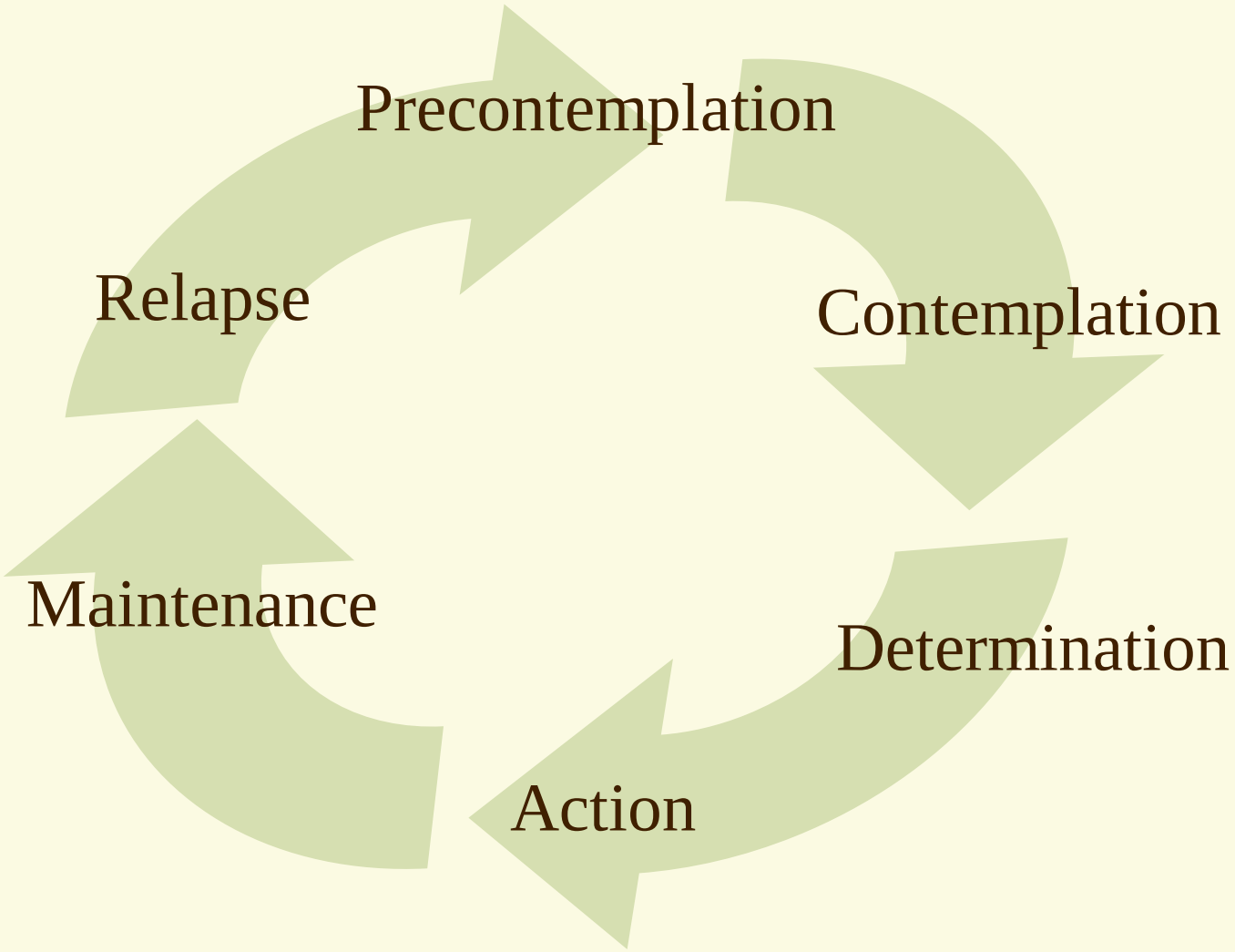
    2. *Determination to Action*

    3. *Maintaining Change*

Background

- Cycle of Change
- Brief Intervention FRAMES
- Reflective Listening

Stages of Change Cycle



Implications of Change Cycle

- Majority are NOT ready for action
- Each cycle improves the chance of maintenance of long-term change
- Counseling that is matched to stage enhances outcome
- Relapse is common and is a learning stage

Brief Intervention Features

F Personalized ***Feedback*** to patient

R Patient has ***Responsibility*** for change

A Clear ***Advice*** on behavior to change

M ***Menu*** of options for choice

E Express ***Empathy*** to mobilize change

S Evoke ***Self-efficacy*** to enhance confidence

Reflective Listening

- Empathy
- Legitimize
- Respect
- Support
- Partnership
- Optimism

Counseling Step # 1
Preparation

- Delivering the Message
- Precontemplation
- Contemplation

The Message Counseling

- Give Personalized Feedback
  - Clear message, advice to change
  - Shutdown
  - Doctor babble
- Determine Readiness to Change (Stage)
  - Ask - “What do you KNOW about this?”
  - Ask - “How do you FEEL about this?”
  - Ask - “What are you willing to DO about this?”

Pre-Contemplation Clues

- Surprise
- Ignorance
- Demoralization

Pre-Contemplation Counseling

- Give information
- Patient education works
- Logbooks, journals, self-assessment
- Classes
- Role-models

Contemplation - Clues

- Ambivalence
- Emotional arousal
- Defensiveness
- Resistance
- Self-re-evaluation
- Values - behavior gap

Contemplation - Counseling

- Express Empathy
- Develop Discrepancy
- Avoid Argument
- Roll with Resistance
- Support Self-efficacy
- Use Decision Balance

Decision Balance Exercise

	No Change	Change
Old Behavior	Like about?	Worried about?
New Behavior	Worried about?	Like about?

Counseling Step #2
Determination to Action

- Determination Stage
- Self-Efficacy - Play Hard To Get
- Action Plan
- Action Plan Interview
- Action Stage

Determination

- Ephemeral stage
- Must do something about the problem
- Build Self-efficacy
  - Skills
  - Confidence of success
  - Conviction to act
- Develop plan for action

Determination Clues

- “This is a serious problem”
- “I must do something!”
- “I can make the change”

- NOT “What do you recommend I do?”
- NOT “Whatever you say I’ll do!”

Determination Counseling

Play “hard to get” in telling what to do

- “Only you know what is best for you. This is what others have used”
- “I’m not sure you’re ready to act yet; convince me”
- “How convinced are you change will help?”
- “How confident are you you’re change will be successful?”

Plan for Action

- Realistic goal
- Small steps
- Short trial period (7 days)
- Self-monitoring
- Role-models
- Go public
- Plan for problems and lapses

Building an Action Plan

- Here is a MENU of options…
- What are you willing to DO?
- What or who might HELP?
- What PROBLEMS might arise?
- What will you DO until we next meet?

Action

- Patient makes changes alone
- Withdrawal symptoms
  - physical withdrawal
  - psychological withdrawal
- New coping behaviors
- Clues to act and avoid old habit
- Clues and rewards for new behavior

Action Counseling

- Moral support
- Log or journal
- Role-model
- Frequent contact
- Treat withdrawal symptoms
- Devise diversions

Counseling Step #3
Maintaining Change

- Maintenance
- Behavior Modification
- Social Support - Role-Models
- Relapse Learning
- Follow-up

Maintenance Clues

- Humility
- Humor
- Honesty
- Experience
- Success and failure
- Respect for conditions of relapse

Maintenance Counseling

- Self-monitoring
- Attend to cues and consequences of new and old behavior - act to form new habit
- Address maladaptive thoughts
- New coping strategies for H.A.L.T.
- Use and become a role-model

Relapse

- Common, may be necessary
- Reframe as a learning experience
- Experience loss of control
- Learn pre-relapse clues
- Experience “relapse” thinking
- Cope with guilt and shame
- Cope with guilt and shame, “I blew it!”

Relapse Counseling

- Express empathy for guilt, shame, distress
- Confront “stinking thinking”
- Explore triggers to relapse
- Plan for different coping strategies
- Negotiate a new action plan
- Consider referral or increasing intensity of support
- Role-models
- Close follow-up

Summary

- Deliver a clear message about change
- Counsel by ***asking*** not ***telling***
- Determine patient's stage or change
- Use stage-specific counseling
- Use brief intervention methods
- Change involves more than knowledge
- Relapse is a usual stage of change