

# WEEK 4

## TAILOR YOUR APPROACH



### APPROACH FOR PRECONTEMPLATION

Acknowledge, validate and acknowledge client/patient's control the client's control of the decision: The decision to change is yours

Explore potential concerns:

- *Is there anything about .....that affects your life/condition or may affect your life/condition in the future?*
- *What concerns do you have about this behaviour?*
- *What concerns you about the current behaviour?*
- *What consequences concern you the most?*

Validate that the client is not ready:

- *From what you are telling me, it sounds like you are..*

Explore motivation:

- *How important is it to you to change this behaviour?*
- *Values: What is important to you? What do you value in your life? How does your health affect what matters to you most?*
- *Vision: What would you like to do in the future? How could your health help you? How would changing make your life better?*

Validate the client's experience:

- *It's ok to feel that way*

Offer information if appropriate:

- *I understand now is not the right time to talk about..... would you like information for later reference?*

Keep the door open:

- *If you feel like you want to have a discussion later down the track let me know*

### PRECONTEMPLATION GOALS

Appropriate goals/actions for Pre-contemplation 'I won't'

- aim to increase importance and get them thinking about change.

Clients who don't think change is important could set goals that include thinking, talking, listening, researching discovering and deciding. • E.g' Research the behaviour/e.g. 'Quit' website, talk to someone who has changed the behaviour or think about ways that changing the behaviour might have positive impacts on their future.

# WEEK 4

## TAILOR YOUR APPROACH



### APPROACH FOR CONTEMPLATION

Client is contemplating change, weighing up the benefits and costs  
“I might change in the future”

#### What do we need to consider for a client in contemplation?

- Still weighing up both sides
  - Issue can be importance or confidence
  - If you push for change they push to stay the same
  - Explore importance - vision/values
  - Explore confidence - what's stopping them?
  - What do they need to move forward?
- 
- Focus on - autonomy, reflect both sides, rating and scaling questions will provide reasons why change is important or why they think they can change and barriers

### GOALS APPROPRIATE FOR CONTEMPLATION

- Considering how they would make the change and if the benefits are worth it
- Thinking through the steps they would take
- Researching recipes, timetables, strategies/tips
- Awareness- record/diary
- Contemplate vision /values - what does an ideal future look like?

### APPROACH FOR PREPARATION

Client is preparing to change - Taking steps, trialling behaviours  
“ I am definitely thinking about it”

#### What do we need to consider for a client in Preparation?

- They may have started to take some steps towards action/trial behaviour
- Issue can be importance or confidence or lack of planning
- Build importance- vision/values
- Explore confidence- what's stopping them?
- Experiment with what works
- What do they need to move forward?

### GOALS APPROPRIATE FOR CONTEMPLATION

- Connect the outcome to something they value
- Build confidence, make a plan to decrease barriers and increase facilitators for change
- Facilitate coming up with own strategies, smart goals, and thinking through the action plan
- What do they need to stay on track or move forward?
- Anticipate triggers/ events /situations that might throw them off course
- What factors will help them create a habit/Sustainability