

ADAPTING PRACTICE TO SUPPORT CHANGE - SIMPLE STEPS



1. Collaboratively agree on an agenda, validate their autonomy

2. Tap into motivation - find out what is important

3. Identify information gaps - what do they already know?

4. Evoke strategies & solutions - what can they do or try

5. Agree on client actions, tracking, support & review

To effectively support behaviour change:



Identify a client's readiness to change. Emphasise autonomy to empower them to take actions they are ready to change



Help clients connect the behaviour to something they value. This builds motivation as the behaviour becomes important



Find out what the client already knows and what they want to know - where are the gaps?



Help a client come up with their own solutions for change. Find out what they have tried before or are ready to try now

ADAPTING PRACTICE TO SUPPORT CHANGE – SIMPLE STEPS



Adapting Practice To Support Change

1. Collaboratively agree on an agenda, validate autonomy
2. Explore motivation
3. Identify information gaps
4. Evoking strategies & solutions for change
5. Agree on client goals/actions, methods of accountability, support, tracking and review date

1. Collaboratively Agree on Agenda/Priority of client

- What would you like to get out of today's consultation?
- What part of managing your ... would you like to talk about?
- What's your biggest concern? How can I support you?
- What feels possible to consider changing first?
- We have 15 minutes today, how would you like to use this time?

Precontemplation:

- Would you be open to having a chat about your condition/diagnosis/risk factors and how they relate personally to you?
- - If not now, would you be open to discussing next time?

Discuss diagnosis/gather information

- Would you like me to provide feedback about your results and how they relate to you?
- What is your understanding about your diagnosis?
- Would you mind me asking you some questions about your health/nutrition intake/sleep/physical activity/ lifestyle to help me understand more about you?

2. Explore motivation

- Why is making a change important to you?
- What is the most important thing about making this change?

Support client to connect behaviour to something they value:

- What do you value, what matters to you?
- How does your health affect what matters to you most?
- What would you like to do in the future? How could your health help you?
- How could the behaviour make you feel good?
- How you will feel once you have achieved your goals?

ADAPTING PRACTICE TO SUPPORT CHANGE – SIMPLE STEPS



3. Identify information gaps

- What is your understanding of risk factor/s, disease/condition, pre-disposition, prevention, treatment, optimum health?
- What is your understanding of contributing lifestyle factors – nutrition, physical activity, smoking, alcohol etc. What would you like to me to go through with you?
- What information would you like to know?
- Would you be open to hearing about evidence-based options and considering which option may suit you?
- Before we get started, can you tell me how much you know about.
- Would it be helpful for me to point you in the direction of some useful resources/ explain how this condition affects the body?

4. Evoke strategies and solutions for change

- In what ways could you get around that barrier?
- What have you been thinking of trying?
- What do you think about.....?
- What have you tried in the past that worked?
- If you were going to change this behaviour, how would you do it?
- What would you need to change, solve/do differently?
- Would you like to brainstorm some possible solutions?

5. Goal setting and action steps

- What are ready to get started with?
- What would you like to try?
- What do you need to do first?
- Would you like to consider what we've talked about before next consult?
- How can you use learnings from the past to create a plan going forward?
- What support/referral do you need?
- How will you track and review your progress?