COUNSELING ON BEHAVIOR CHANGE

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GOAL

• Develop some answers to the question:

How do I help a patient change when she has an addiction?
OBJECTIVES

• Briefly review what the literature says on effecting behavior change
• Consider the nature of behavior change
• Explain SBIRT
• Review the stages of change
• Match interventions with stages of change
LITERATURE: WHAT HELPS PEOPLE CHANGE?

- Goal-setting
- Fear messages
- Motivational interviewing
GOAL-SETTING HELPS PATIENTS CHANGE, WHEN...

- Goals are set close in time
- Patient participates in setting the goal
- Patient receives regular feedback
  (Pearson)
- Goals are monitored frequently
- Progress is recorded physically
- Progress is made public
  (Harkin, et al)
FEAR MESSAGES HELP PATIENTS CHANGE, ESPECIALLY WHEN...

- An efficacy message is included (here’s how…)
- It stresses likelihood of the feared outcome
- It stresses the severity of the feared outcome
- It involves a one-time behavior (Tannenbaum, et al)
MOTIVATIONAL INTERVIEWING HELPS PATIENTS CHANGE

- Increases engagement and intention to change
- Helps whether distress is high or relatively low
- Effects are durable
- The more episodes of motivational interviewing, the better the outcome
- Helps beyond addiction, into multiple areas of behavior change

Lundahl, et al
SBIRT

• **Screening**
  - CAGE, CRAFFFT, DAST (Validated and Free)
• **Brief Intervention**
• **Referral to Treatment**
  - SACK, COMCARE Addiction Treatment, Methadone Clinic, Prairie View, Mental Health Association
WHAT DO YOU SEE HERE?
I want to _________, because _______.

But I haven’t, because ______________.

For example…
I know I should start that medicine, because it will help my depression. 

But I don’t want to because I feel like such a failure when I take medicine.
In the face of Ambivalence:

Persuasion → Resistance
BASIC MI SKILLS

- Empathize
- Listen for or develop Discrepancy
- Roll with resistance (vs pushing for change)
- Support patient’s self-efficacy (confidence in personal ability to change)
<table>
<thead>
<tr>
<th>Stages of Change</th>
<th>Intervention</th>
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<tbody>
<tr>
<td>Stage 1. Pre-contemplation</td>
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<td>Stage 2. Contemplation</td>
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<td>Stage 3. Preparation</td>
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<td>Stage 4. Action</td>
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<td>Stage 5. Maintenance</td>
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<tr>
<td>Stage 1. Precontemplation</td>
<td>Information to create ambivalence; Information about help that can be offered</td>
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<tr>
<td>Stage 2. Contemplation</td>
<td>Help them talk it through; highlight the ambivalence</td>
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<tr>
<td>Stage 3. Preparation</td>
<td>Planning for <em>this</em> particular patient; Goal-setting</td>
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<tr>
<td>Stage 4. Action</td>
<td>Support, Monitoring progress</td>
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<tr>
<td>Stage 5. Maintenance</td>
<td>Support, Validation / Prevention</td>
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</tbody>
</table>
• What keeps you (doing this behavior)?
• If you keep (doing this behavior), what problems do you see ahead?
• What bothers you about trying to change?
• When you do go ahead and change, what will be better in your life? (Get them to talk as much as you can here)
EMPATHY

- Change is hard and ambivalence is natural
- Level of motivation is itself changeable
- Ambivalence or Resistance is simply the current state of things
- The patient wants good outcomes
- The patient is a partner in change
  - The doctor offers expertise
  - The patient offers expertise
Empathy

My doctor told me to stop having intimate dinners for four. Unless there are three other people.

Orson Welles
WHEN MOTIVATION FOR CHANGE IS HIGH

- Describe 2-3 reasonable choices
- Help patient choose based on personal life
- Steer discussion toward success
  - What has helped you with this in the past?
  - Who will be pulling for you to succeed?
  - When are you most likely to follow through?
  - How can you plan for things that could interfere?
  - Tell me again what you expect to get better with this change
SUMMARY

• Change is hard, even when not addiction—empathize.
• If all you can do is give information, make it personally relevant and scary
• Promote readiness, highlight discrepancy, and “tip the scale”
• When ready, set and monitor goals
RESOURCES

RESOURCES


• Pearson E. Goal setting as a health behavior change strategy in overweight and obese adults: A systematic literature review examining intervention components. *Patient Education and Counseling*. 2012; 87; 32-42.