Approaches to Engaging Clients in Health-Related Behavior Change

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HIV in 2014

- Improved and Emerging Treatments
- Resistance Testing
- Treatment as Prevention
- Longer Life/Better Quality of Life
- Chronic Disease Model
- Ongoing Challenges
  - Mental Health/SU
  - Adherence
  - Sexuality and Risk
• Accessing and maintaining healthcare
• Obtaining social support
• Reducing substance use
• Seeking & maintaining employment and housing, etc.
• Reducing sexual and other transmission risk behaviors
• Coping with the stigma
• Desire to have children
• Assessing and addressing mental health problems
Public Health Concern about Adherence & Sexual Risk

• Improving Adherence:
  ◦ Controls the Virus
  ◦ Longer, Healthier Life
  ◦ Reduces Transmission
  ◦ Related to Adherence to Safer Sex Practices
  ◦ Reduced Drug Resistance
  ◦ Reduces Transmission of Resistant Virus
How do we change behavior?
Supporting Change

- Build a Therapeutic Alliance
- Start the Discussion
- Identify and Address Barriers (skills/context)
- Assess and Develop Motivation
- Develop Skills
- Follow-up
1. The Therapeutic Alliance

- Care, Listen, Understand and Accept
- Develop Trust
- Learn What is Important for the Client
- Work Towards Client Goals
- Give hope
- Help Build Support Networks
- Empower Clients
2. Start the Discussion

- Non-judgmental
- Normalize
- Respect Clients’ Beliefs
- Listen!
2. Start the Discussion

- Have Resources and Referrals
- Empower Client as Agent of Change
- Acknowledge Difficulty in Behavior Change
- Support From Multiple Sources
3. Identify and (Address) Barriers

- Lack of Skills
- Sleeping habits
- Eating habits
- Daily schedule
- Active substance use
- Lack of housing
- Disclosure issues
- Childcare
- Transportation
- Mental Health Concerns
4. Assess and Develop Motivation

* Transtheoretical Model, Prochaska & Diclemente
Behavior Change Tools

- Supporting Change Talk
- Pros and Cons
- Elicit—Provide—Elicit
- Goal Setting
- Follow-up
● Desire:
  ◦ I would like to...
  ◦ I wish...
  ◦ I really want to...

● Ability

● Reasons

● Need

● Commitment

Change Talk: DARN-C
Change Talk: DARN-C

- Desire:
- Ability
  - I think I could...
  - I can do...
  - I am able to...
- Reasons
- Need
- Commitment
- Desire:
- Ability
- Reasons
  - I know I would feel better if...
  - I would have more energy if...
  - I would worry less about... if...
- Need
- Commitment
Change Talk: DARN-C

- Desire:
- Ability
- Reasons
- Need
  - I should...
  - I have to...
- Commitment
• Desire:
• Ability
• Reasons
• Need
• Commitment
  ◦ Low: I hope\ I plan\ I will try to…
  ◦ Higher: I will make\ I am going to\ I will start tomorrow

Change Talk: DARN-C
Change Talk: Steps

- Recognize disadvantages of status quo
  - What concerns you about your current situation?
  - What makes you think you need to do something?
  - What do you think might happen if you don’t change?
- Recognize advantages of change
- Express optimism about change
- Express intention to change
• Recognize disadvantages of status quo
• Recognize advantages of change
  ◦ Who would life be different for you if...?
  ◦ If you could wake up tomorrow and things changed by magic, how would things be better for you?
  ◦ You mentioned how important your grandchildren are, what might be better for them if you changed?
• Express optimism about change
• Express intention to change
• Recognize disadvantages of status quo
• Recognize advantages of change
• Express optimism about change
  ◦ What do you think would work if you decide to change?
  ◦ How confident are you that you?
  ◦ What kind of support would be helpful?
  ◦ What encourages you to change if you want to do it?
• Express intention to change

Change Talk: Steps
- Recognize disadvantages of status quo
- Recognize advantages of change
- Express optimism about change
- Express intention to change
  - Visualize
  - I can see you are feeling stuck right now. What is going to have to change?
  - What do you intend to do?
  - What do you think you might be able to do?
  - Scaling questions...
Below, mark where you are now on this line that measures your change in ________________________.

Are you not prepared to change, already changing or somewhere in the middle?

Not prepared to change 0 1 2 3 4 5 6 7 0 9 10 Already changing
## Pros and Cons

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<th>Pros of Not Changing</th>
<th>Cons of Not Changing</th>
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### Pros of Changing

### Cons of Changing

### Pros and Cons
• Elicit: Ask what patient knows, would like to know, or if it is ok to offer information
• Provide: Inform in a neutral, non-judgy fashion
• Elicit: Ask about the patient’s interpretation
- Collaborate
- Small, manageable goal
- Meaningful goal
- Identify intrinsic and extrinsic rewards/motivations
- Visualize achieving the goal
- ***Follow-up with goal!!

Goal Setting
• Explore Importance and Confidence
• Open Ended Questions
• Reflective Listening
• Normalizing
• Balancing
• “Columbo Approach”
• Supporting Change Behaviors
• Therapeutic Paradox

4. Motivation: Other Techniques
5. Develop Skills

- Safer Sexual Practices
- Provide Memory Aids
- Observed Medication Administration
- Communication and Negotiating Skills
5. Develop Skills

- Address knowledge and perception of risk
- Increase motivation and confidence
- Teach concrete behavioral skills
- Keep goals simple and realistic
- Be repetitive; reinforce over time
6. Follow-Up

- Continue the Discussion
- Collaborate within the Team
- Reinforce Small Changes
- Normalize “Slip-ups”
- Find “Pick-ups”
Questions?