



**Self-management
A quick guide to behaviour change**

A resource for health professionals

**Resource Guide: An Initiative of HealthWest
Partnership [2nd Edition 2011]**

Self-management

A quick guide to behavioural change

The Transtheoretical Model developed by Prochaska and Di Clemente offers an approach to enhance self-management by supporting health behaviour change.

Five stages of change are identified using this model: pre-contemplation, contemplation, preparation, action, maintenance (and relapse).

Each stage describes the state of readiness to make health behaviour change and recommends strategies and approaches.

How to use this guide

This guide provides a practical summary of this model. Each stage of change is colour-coded for quick identification. Information is divided into goal, your approach, what do I do now and follow-up, as follows:



'Goal' describes your overall aim. For example, if the person is in pre-contemplation, the aim is to encourage the person to consider change.



'Your approach' gives examples of questions you can ask and suggestions you can make to assist the person to make health behaviour change.



'What do I do now' offers practical hints about what information to give to the person or what actions to take.



'Follow-up' recommends what follow-up steps.

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Formal training in Motivational Interviewing and the Transtheoretical Model is recommended to support the use of this tool in clinical practice.

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Pre-Contemplation

Not ready for change.



Goal To consider change



Your approach

1. Raise awareness of the problem behaviour and its risks

- Compare current behaviour with what is recommended.

2. Raise awareness of how the problem behaviour relates to the person

- Ask about the impact of the problem behaviour.
- Compare the before (when things were better) with now.
- Determine personal goals and compare with now.

3. Encourage the possibility of change

- Compare the differences if change was made.
- Ask what would the benefits be of such changes.



What do I do now?

Offer specific information about the problem behaviour.
Talk of the benefits of change.



Follow-up

Leave the door open.
Offer to phone in 2 - 4 weeks.

Pre-Contemplation

Pre-Contemplation

Not ready for change.

Example questions

All questions should be open-ended to encourage discussion. Avoid asking yes/no questions.

Raise awareness of the problem behaviour and its risks

- How does your level of (problem behaviour) compare with what is recommended for good health. How do you feel about that?
- Tell me what you know about the effects of this (problem behaviour)?

Raise awareness of how the behaviour relates to the person

- How do you think (problem behaviour) might be effecting you? How much does that concern you?
- What are the differences between when you were less (problem behaviour) and now?

Encourage the possibility of change

- What would be the benefits of changing?
- If you were to make a change, what would you hope to achieve?

Pre-Contemplation

Contemplation

Acceptance of condition but unlikely to make any change soon.
The 'yes but...'



Goal To make a decision to change



Your approach

1. Explore ambivalence

- Have the person convince you, there is a problem.
- List the pros and cons of changing. Compare that with not changing.
- Ask about the benefits of changing and fears of not changing.

2. Build confidence for change

- Compare where the person wants to be with where they are now.
- Use guided imagery: imagine what life would look like if this problem disappeared.
- Use a confidence scale of 1-10.

3. Address barriers

- Acknowledge difficulties and ask about possible solutions.



What do I do now?

Offer specific information about the targeted problem behaviour.
Talk of the benefits of change.



Follow-up

Leave the door open.
Offer to phone in 1 - 2 weeks.

Contemplation

Contemplation

Acceptance of condition but unlikely to make any change soon.
The 'yes but...'

Example questions

All questions should be open-ended to encourage discussion. Avoid asking yes/no questions.

Explore ambivalence

- Tell me what you like about (problem behaviour). You've told me the upside, what about the downside?
- If you were to make a change, what would be the benefits?
- What would be your worst regret, if you didn't make a change?

Build confidence for change

- Imagine how or where you want to be. How is it different from where you are now?
- On a scale of 1-10, how confident are you of making a change? What needs to be different to increase your confidence?

Address barriers

- What things are likely to stop you from achieving change?
- How will you address these barriers?

Preparation

Open to change but is still ambivalent.



Goal To identify barriers to achieving goals



Your approach

1. Negotiate and explore options

- Ask what needs to change.
- Discuss a plan for change.
- Discuss available resources.

2. Address barriers

- Discuss situations or people that might get in the way of success and achieving change.
- Discuss strategies to the barriers and planning ahead.

3. Construct SMART goals

- Find out the first steps.
- Construct a SMART goal (what the person will do, how often, how much and when).
- Discuss confidence.



What do I do now?

Goal set with the person.
Write down goals on an action plan.



Follow-up

As determined by the action plan and goal setting.

Preparation

Preparation

Open to change but is still ambivalent.

Example questions

All questions should be open-ended to encourage discussion. Avoid asking yes/no questions.

Negotiate and explore options

- What will you do now that you've decided to make changes?
- What aspects of your lifestyle need to change?
- How will you go about changing? What do you think your options are?
- What help do you need to achieve this?

Address barriers

- What people or things might get in the way of your new plan/s?
- If that happens, how would you address it? How do you think it would turn out?
- Which of these potential problems, could you plan ahead for?

Construct SMART goals

- What is the first step?
- On a scale of 1-10, how confident do you feel? What needs to be different to increase your confidence?

Action

Changing behaviour but temptation to go back is still high.



Goal To increase self-efficacy and reduce tempting situations



Your approach

1. Use rewards

- Describe the benefits that have been gained.
- Develop a reward system.

2. Identify triggers and high risk situations

- Discuss situations or people that make it difficult to sustain change.
- Examine strategies that make it easier to cope with high risk situations.

3. Manage triggers and high risk situations

- Work out ways to make the triggers less attractive and increase the probability they choose the new behaviour.
- Discuss alternatives to the high risk situation.



What do I do now?

Review and monitor goals.
Develop plans to address high risk situations.



Follow-up

As determined by the action plan and goal setting.

Action

Action

Changing behaviour but temptation to go back is still high.

Example questions

All questions should be open-ended to encourage discussion. Avoid asking yes/no questions.

Use rewards

- What have been the benefits of the change to date? What have you accomplished? What have others noticed?
- How can you reward yourself for sticking to your plan?

Identify triggers and high risk situations

- What are some of the temptations that make it difficult to maintain the changes?
- What is it about that situation that makes it difficult?
- How could you change your environment to reduce these temptations?

Manage triggers and high risk situations

- How can you make (the old behaviour) less attractive?
- What can you do to increase your chances of choosing (the new behaviour)?

Action

Maintenance

Sustained changes for at least six months.



Goal To consolidate changes and plan for high risk situations



Your approach

1. Gather specific details about high risk situations

- Discuss triggers for unhealthy habits.
- Establish a clear picture of the events leading up to the trigger.

2. Prioritise and develop strategies for high risk situations

- List triggers in order of priority.
- Tackle the ones the person is most concerned about.
- Develop prompts and plans that substitute for healthier alternatives.

3. Reduce feelings of failure and hopelessness

- Ask what feelings of failure are felt, if any, when giving into a high risk behaviour.
- Separate feelings of hopelessness about the behaviour from feeling hopeless as a person.



What do I do now?

Review and monitor goals.
Develop plans to address and prevent relapse.



Follow-up

As determined by the action plan and goal setting.

Maintenance

Maintenance

Sustained changes for at least six months.

Example questions

All questions should be open-ended to encourage discussion. Avoid asking yes/no questions.

Gather specific details about high risk situations

- What are you most concerned about when you think about maintaining these changes?
- During your previous attempts at changing, what was difficult?

Prioritise and develop strategies for high risk situations

- What situations are you most concerned about?
- What is your priority?

Reduce feelings of failure and hopelessness

- What are some of the feelings you have when you give into tempting situations?
- (If the person feels hopeless or like a failure ask), how helpful do you think it is to rate yourself in this way?
- What could you tell yourself that would be more helpful?

Relapse

A return to the old behaviour.



Goal To reduce feelings of failure



Your approach

1. Review the slip

- Identify reasons for the slip.
- Identify barriers that prevented the person from saying no.
- Reduce feelings of failure (i.e. an opportunity to learn, a normal mistake, a one-off decision in a difficult situation, a warning sign).
- Ask permission to give your explanation.

2. Re-plan for the future

- Write a list of all possible solutions.
- Ask the person to select an option/s.
- Develop a plan to implement the option/s.

3. Develop a reminder card

- Ask the person to write a list of all the reasons why they are committed to making the change.



What do I do now?

Develop a menu of coping strategies.
Reset goals.



Follow-up

As determined by the action plan and goal setting.

Relapse

Relapse

A return to the old behaviour.

Example questions

All questions should be open-ended to encourage discussion. Avoid asking yes/no questions.

Review the slip

- What might be some possible reason/s for the slip?
- Imagine someone else in the situation: which reason/s best explains their slip?
- What prevented you from saying no?
- What would have happened, if you had said no?
- How do you think the slip could be helpful for preventing future relapse?

Re-plan for the future

- Look at the situation leading up to the slip. What could you have done differently?
- What strategy would make you better prepared?

Develop a reminder card

- What would you put on a reminder card?
- Where would you put it?