

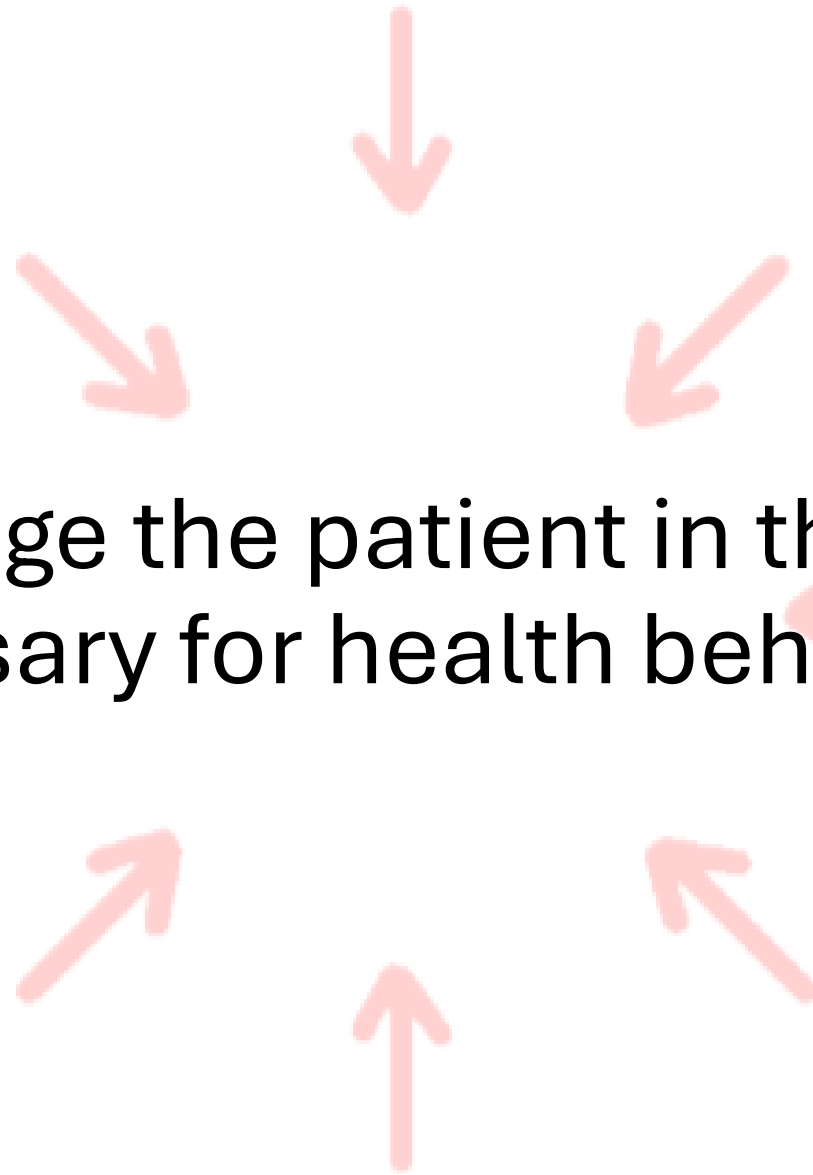


4 Task

Breakout Session

Objective

Explain how to engage the patient in the 4 MI
task that are necessary for health behavior



The 4 Tasks

Planning

Evoking

Focusing

Engaging

Engaging

Relational foundation

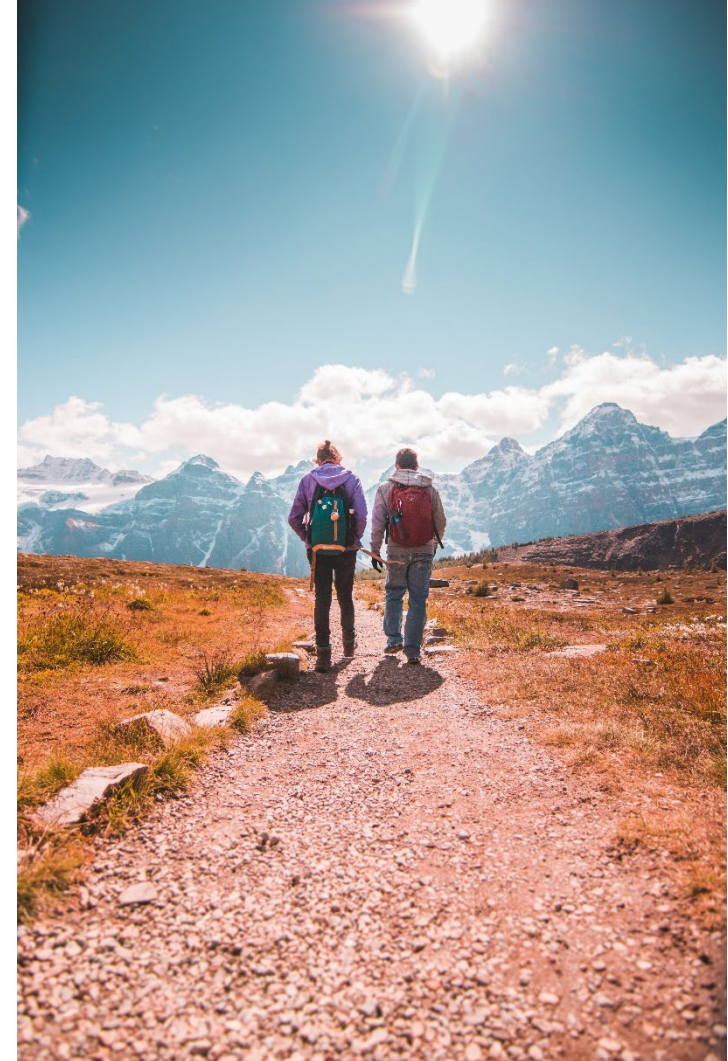
Aims to establish and *maintain* a collaborative working relationship with the other person.

20% rule



Engaging – Can we walk together?

- Build rapport with the patient
- Be genuine
- Normalize the struggle
- Style is key!
 - ✓ Warm and friendly
 - ✓ Support autonomy
 - ✓ Curious and open minded
 - ✓ Collaborative
 - ✓ **Listen actively & empathically**



Focusing – Where are we going?

Discuss the potential pathways,
provide time frame

- Today first, moving forward second
- Time available for today's discussion

Target behavior

- Patient goal versus provider goal
 - Action versus outcome, do agendas match?

Choosing a Path (agenda mapping)

- “Here are some topics we might talk about today... Which, if any, might you want to talk about today?”
- “If none of these interest you, what would?”

Topics may include:

- Medications
- Checking Blood Sugars
- Physical Activity
- Eating Habits
- Finances
- Support
- Other – Fill in the blank

Focus

We guide, they decide

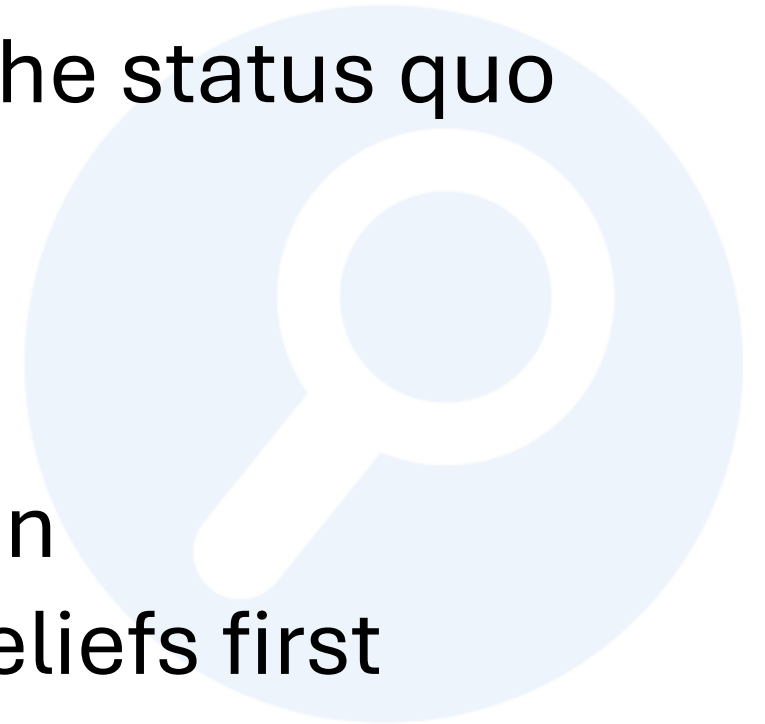
- Negotiate the agenda and timeframe
- Target behavior (patient self-management goal) vs. outcome goal (doctor care plan)
- Circle chart
 - Blank
 - Pre-filled (SDoH images)
- Of the topics you identified, which might you want to talk about today?
- In the circles are some topics we might talk about today. They include... Which might you want to talk about today? Or is there something else?
- Why did you choose...?



Focusing for Change

Focus on the negative of continuing the status quo and positives of making change.

- Step back and ask for input
- Consider options
- Share information, with permission
- Always ask the patient for their beliefs first



Focusing Questions

What brings you in to my (virtual) office today?

What is already going well when it comes to your health?

What are you currently doing to maintain your health?

What steps have you already taken to better your _____?

What concerns do you have when it comes to your health?

What do you already know that you could do to _____?

What have you heard about what you could do to _____?

If a friend of yours were facing something similar, what advice would you give?

After today's discussion, where would you like to start?

Evoking – Why would you go there?

- Spend lots of time exploring CHANGE talk which includes the patient's perceived importance, confidence and motivation
- Patient makes argument for change
- Maintain the MI spirit throughout
 - Curious and open-minded
 - Listening
 - Empathetic
 - Accepting and non-judgmental
 - Optimistic
 - Humble

“People are generally better persuaded by the reasons which they have themselves discovered, than by those which have come into the mind of others.”
– Pascal

Evoking Questions

What positive things could happen if you decide to make this change?

How do you see your life being different if you decide to make this change?

What are some reasons it's important to you to make this change?

What are your motivations for making this change?

What's your "why" when it comes to your desired outcome?

How would life be different if you successfully achieved this goal?

What could happen in the next year if you don't make this change?

Responding to Change Talk

Reflection

“You don’t like the way this makes you feel sometimes, *and* you’re looking for ways you might change things.”

Elaboration

“What other concerns have you had about...? What other things have people told you about this? Tell me more about...”

Summarizing

“Let me see if I’ve got it so far...” (Summarize client statements, including ambivalence).

Affirming

“That sounds like a good idea.”

Clarifying Ambivalence

“What do you like about drinking... what is the other side, things you don’t like?” (Explore both sides).

Clarify Values

“Your children are really important to you”. (Help move beyond ambivalence, connect behavior change to values)



Handouts and Activity

- Change Talk Eliciting Strategies for Change
- Complex Reflections
- MI Practice Reflection Sheet



Thank you!

Questions