

HYPERTENSION MANAGEMENT PROGRAM

Counselling Tips -

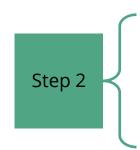
Motivational Interviewing Guide

Assess motivation to change and help patients work on their ambivalence to change by eliciting "change talk":



·Establish rapport and then set agenda: What would you like to talk about today?

• For example, we can talk about (test results, medication, the causes of hypertension, etc.) or something else that is of greater concern to you?



- •Assessing readiness: Assess the patient's level of readiness to change by asking them to point to where they are "at" with (insert lifestyle change)
- •Use the 'Counseling Tips: Patient's Readiness to Change Assessment' resource
- •Assessing motivation: Ask: "On a scale of 1 to 10, where 10 is extremely important and 1 is unimportant, how important is (insert lifestyle change) to you?"
- If **not motivated** (score of <6), ask: "What would it take to get you to a higher number?" (try to get them to express ambivalence about change and to verbalize discrepancies be-tween current behaviour and health objectives).
- If **motivated** (score ≥6), ask: "Why are you at a (insert number) and not a lower number?" (try to get them to express reasons for change).



- •Assessing self-efficacy: Ask: "On a scale of 1 to 10, where 10 is extremely confident and 1 is not at all confident, how confident are you in your ability to (insert lifestyle change)?"
- •If **not confident** (score of <6), ask: "What would it take to get you to a higher number?" (want to elicit the obstacles the patient still sees and discuss).
- •If **confident** (score ≥6), ask: "Why are you at a (insert number) and not a lower number?" (want to elicit information about the patient's skills and resources).



- •Reflect and reinforce: Go over what was discussed and the problems and solutions raised, reflecting the patient's responses and incorporating the patient's suggestions that were elicited, expressing empathy and support.
- •Implement plan: So you said that you would like to start (insert patient's proposed suggestion). When would you like to start?

Questions to elicit change talk (can be used during steps 2 and 3):

- **a. Disadvantages of the status quo** What concerns you about (lifestyle)? What are you concerned might happen if you do not change (lifestyle)?
- **b. Advantages of change** How would you like things to be different? What do you see as the benefits of (lifestyle change)? What do you think you would be able to do if you changed (behaviour) that you have trouble doing now?
- **c. Level of optimism about change** What strengths or skills do you have that increase your chances of succeeding? What makes you think you would be able to change if you decided to do so?
- **d. Intent to change** What would you be willing to try? What do you think would be a good starting point for you? What do you think you will do?