

# MOTIVATIONAL ENHANCEMENT TOOL

©Behaviour Change Institute

## DETERMINING READINESS

### STEP 1

- Do you view X as a problem?
- Does X concern you or cause distress?
- Are you interested in changing?
- Are you ready to change now?

### NOTES

Unless the person says YES to all 4 don't expect change to happen easily  
If the person isn't ready, ask if they are interested in working toward change (overcoming barriers)

### STEP 2

- Why do you want to change?
- How hard are you willing to work to change?
- Are you willing to do the work now even if you don't see the benefit?

## UNDERSTANDING PAST BEHAVIOURAL FAILURES

### ASSESS HEALTH BELIEFS

- Seriousness
- Controllability
- Personal responsibility for change

### NOTES

Seriousness should be moderate, controllability and personal responsibility should be high

### DECISIONAL BALANCE

- Pro's of behaviour change
- Con's of behaviour Change
- Pro's of staying the same
- Con's of staying the same

### ASSESS

- Barriers
- Temptations
- Self-Efficacy (confidence)

**Remember; this work should be transparent, don't hesitate to share what you are doing with the patient**