

How to provide behavioral change support

1 Assess

Ask open-ended questions:

How can I help you with _____ ?

Can you help me understand _____ ?

What are your options?

Would you be interested in learning about _____ ?

When would you be most likely to _____ ?

What have you tried before to make a change?

How are you feeling about _____ ?

What's different for you this time?

Can you tell me about your goals with _____ ?

How would you know things were different?

What do you like about _____ ?

What do you want to do next?

Patient readiness to change questionnaire

Adapted from the University of Illinois Center for Health Assessment from UHMC, CDC/NIH, 2019/2020/2021

Background

Readiness to change is a measurement based on the Transtheoretical Model of Change, which has been widely applied to understanding the various stages involved with changing health behaviors. (Bassett, 2020).
2022 By measuring readiness to change, you and your practitioner will be able to better understand where you are at in your behavioral change journey and develop a treatment plan based on your specific needs and readiness. (Bassett, 2022)

The Transtheoretical Model of Change

The Transtheoretical Model of Change (TMC) defines that behavioral change is made up of six progressive stages.

1. **Pre-contemplation:** the individual is unaware of a problematic health behavior and is not considering change.
2. **Contemplation:** the individual is considering change.
3. **Determination:** the individual is preparing to make change.
4. **Action:** the individual initiates change by performing the behavior within six months.
5. **Maintenance:** the behavior is consistently performed past six months.
6. **Relapse:** the individual regresses back into any one of the prior stages, which can occur at any point in time or not at all. (Prochaska, 1982)



Patient readiness to change questionnaire



2 Empower

Determine needs:

Based on how the patient answers your questions, what areas may they need the most assistance with?



Knowledge



Self-efficacy & skills



Attitudes, beliefs,
& intentions



Motivation



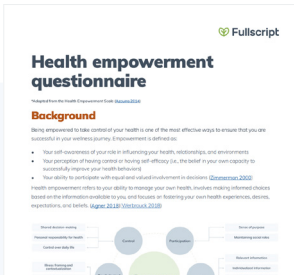
Regulation & cueing



Social influences



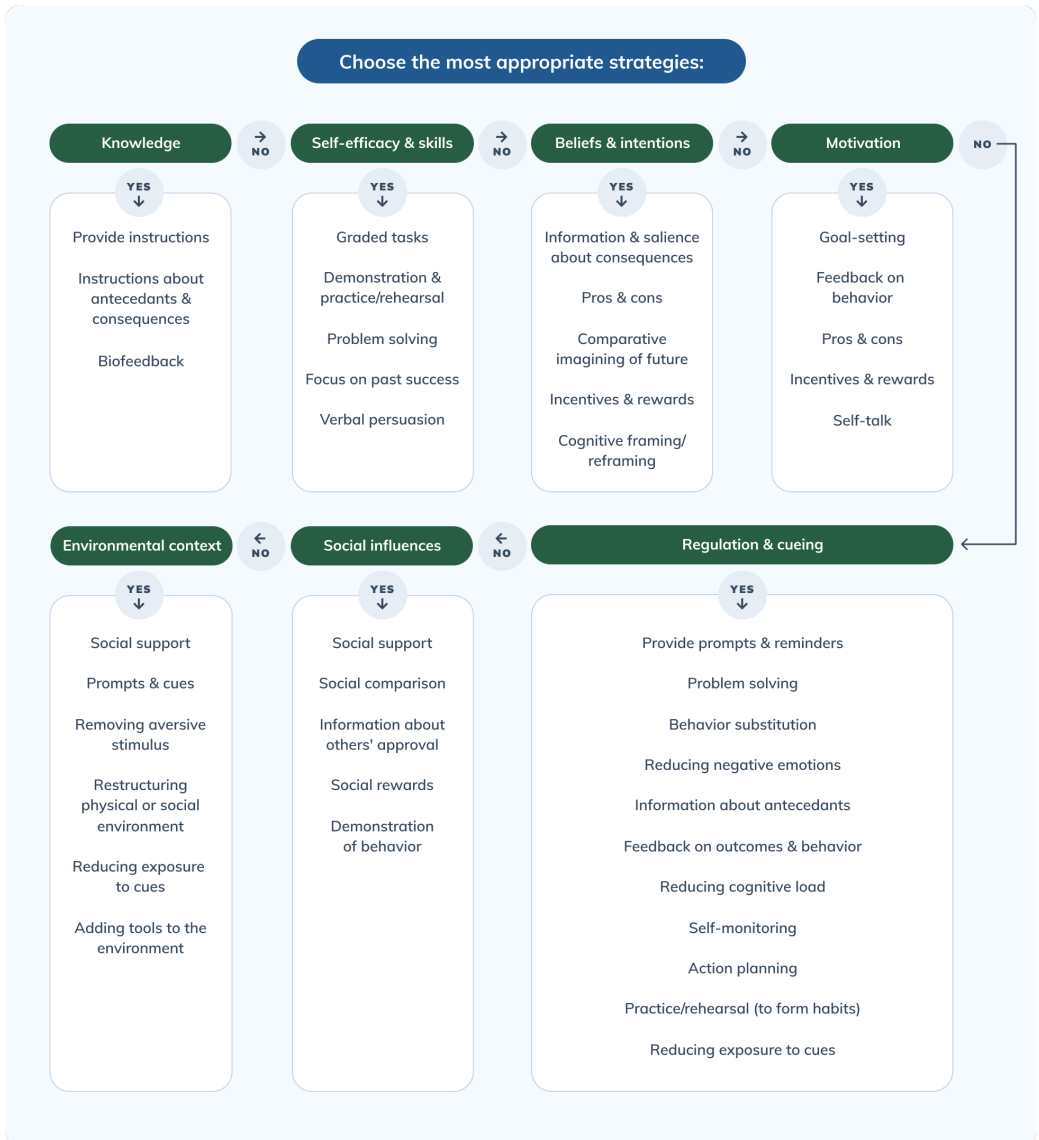
Environmental
contexts &
resources



Health empowerment
questionnaire



3 Provide strategies



Definitions for each strategy are available at:

<https://theoryandtechniquetool.humanbehaviourchange.org/tool>

Fullscript resources available to support BC strategies



Action planning

- [My action plan](#)
- [Weekly physical activity planner](#)
- [Weekly meal planner](#)

Goal-setting

- [Goal-setting strategies](#)

Graded tasks

- [My health goal strategies](#)

Information about antecedents and consequences

- [My reflection: triggers and feelings](#)

Provide instructions

- [Mindfulness](#)
- [Following your treatment plan](#)
- [Self-care](#)
- [Physical activity](#)
- [Following a healthy diet](#)
- [7 lifestyle tips for better sleep](#)

Problem solving

- [Barriers and coping plan](#)

Reduce negative emotions

- [Daily gratitude journal](#)

Self-monitoring

- [Healthy habit tracker](#)

To access more tools, please visit our [Resource Library](#).

4 Consider tech

Consider the use of technology to deliver strategies. Examples of adherence and behavioral change technologies include:



Fullscript is not affiliated with any of the other organizations and companies or their products shown above. These examples were provided purely for educational purposes.



5 Monitor

Strategies may need to be added, adapted, or removed based on how the patient responds.

Periodically measure psychosocial elements of behavioral change such as motivation or readiness to change, as well as the patient's adherence to the treatment itself to determine whether the chosen strategies are helping.

For more detail, please refer to Fullscript's [behavioral change white paper](#).

References

1. Carey, R. N., Connell, L. E., Johnston, M., Rothman, A. J., de Bruin, M., Kelly, M. P., & Michie, S. (2019). Behavior change techniques and their mechanisms of action: A synthesis of links described in published intervention literature. *Annals of Behavioral Medicine*, 53(8), 693–707. <https://doi.org/10.1093/abm/kay078>
2. Connell, L. E., Carey, R. N., de Bruin, M., Rothman, A. J., Johnston, M., Kelly, M. P., & Michie, S. (2019). Links between behavior change techniques and mechanisms of action: An expert consensus study. *Annals of Behavioral Medicine*, 53(8), 708–720. <https://doi.org/10.1093/abm/kay082>
3. Johnston, M., Carey, R. N., Connell Bohlen, L. E., Johnston, D. W., Rothman, A. J., de Bruin, M., Kelly, M. P., Groarke, H., & Michie, S. (2021). Development of an online tool for linking behavior change techniques and mechanisms of action based on triangulation of findings from literature synthesis and expert consensus. *Translational Behavioral Medicine*, 11(5), 1049–1065. <https://doi.org/10.1093/tbm/ibaa050>
4. Motivational Interviewing Network of Trainers. (2021). Welcome to the Motivational Interviewing Website!. Retrieved June 17, 2022, from <https://motivationalinterviewing.org/>



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This handout was developed and medically reviewed by Fullscript's Integrative Medical Advisory team.
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