



Motivating Behavioral Change in Healthy Eating

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Learning Objectives

- Apply Motivational Interviewing (MI) guiding principles and foundational skills
- Be ready to apply the Brief Negotiated Interview (BNI)
- Use MI and BNI to develop an effective plan

Motivational Interviewing

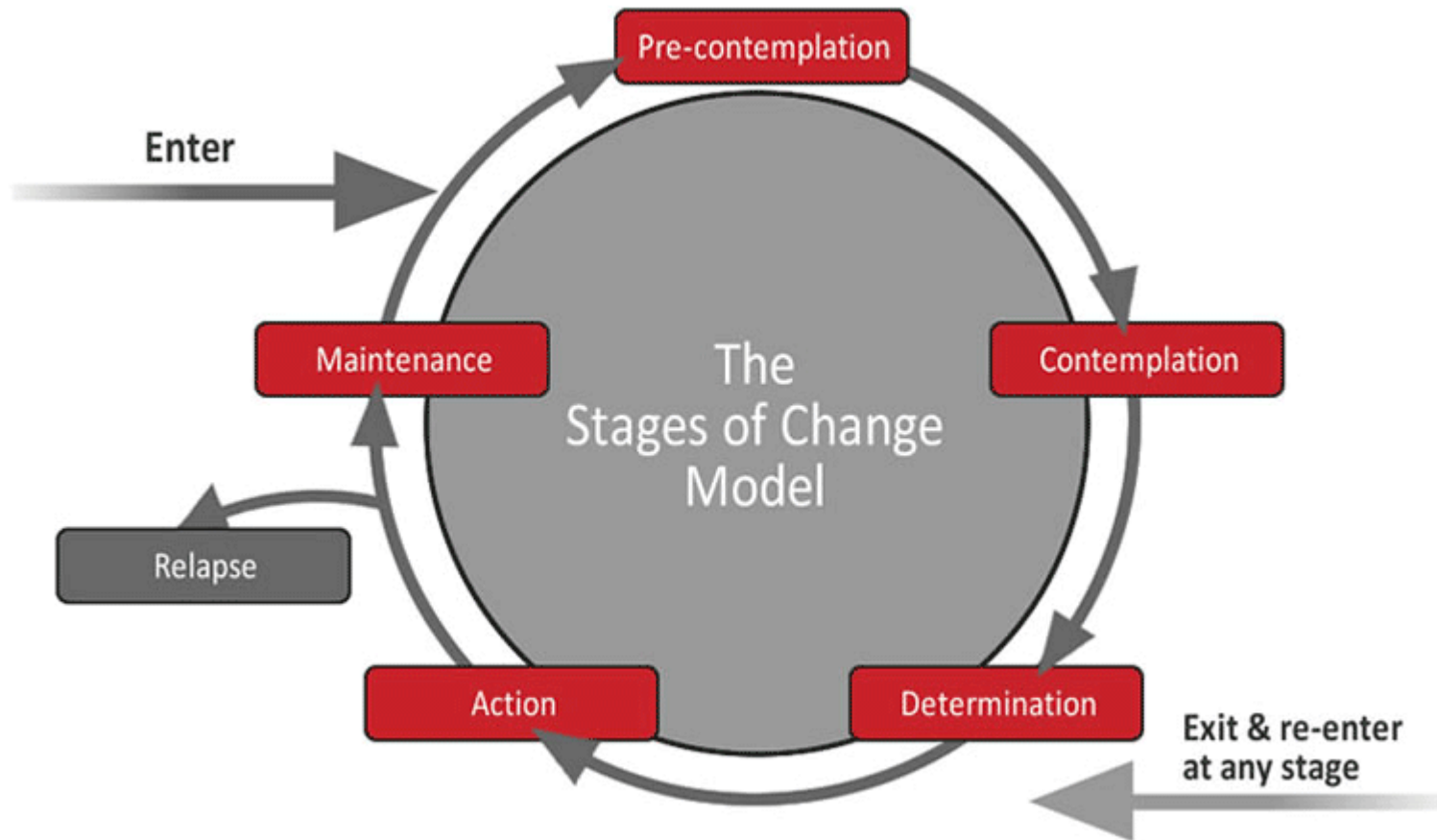
Definition:

A person-centered counseling method for addressing the common problem of ambivalence about change

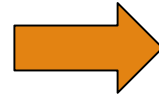
Miller, 2009

Transtheoretical Model of Behavior Change

Prochaska & DiClemente



What your patient
hears



What your patient
cares about





VS



I want to lose weight

Ineffective



Underlying Assumptions

Ambivalence is normal – but must be resolved

Change Talk is Golden

- People change when they discuss their ambivalence

Cons of Change
Pros of the
Status Quo



Pros of Change
Cons of the
Status Quo

STUCK!

Guiding Principles of MI

Resist the Righting Reflex

Understand your patient

Listen to your patient

Express Empathy



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Foundational Skill - OARS

Open Ended Questions

Affirmations

Reflective Statements


Summary



Effective



Brief Negotiated Interview



Motivational Interviewing Principles



Build Rapport

Provide
Feedback

Build
Readiness to
Change

Negotiate
Plan for
Change



OARS/RULE



“WHY”
before
“HOW”



Importance to Patient

“On a scale of 1-10, how IMPORTANT is it for you to change your eating?”

Patient says “2”

Ask: “Why a 2, and not a 0?” (Move DOWN the scale!)

- Elicit change talk

Tools to Increase Importance

Decisional Balance

- Good stuff first
 - What are some of the benefits of your current eating style?
- Bad stuff second
 - Any not-so-good stuff in your life because of your food choices?
- **If you never make changes, what do you see happening 5 years from now?**
- **If you were able to make changes, how might your life be different?**

Patient Confidence

On a scale of 1-10, how **confident** are you that you could make healthy food choices?

Patient says “3” (a low number)

You say: “Why did you pick 3 and not 1?”

- Elicit past success

You say: “What would it take to get you to 5?”
(higher number)

- Assess patient barriers

Negotiate a Plan for Change

“Where do we go from here?”

“What do you think your next step will be?”

SMART Goals

STANDARD

Specific

Measurable

Attainable

Realistic

Timebound: 24hrs, 1w, 1mo, etc.



UPDATED

Specific

Meaningful

Adaptable

Realistic

Timebound



SMART Goal Examples

Instead of....

Eat Healthy

Lose Weight

Exercise More

Try.....

List 2 vegetables/fruits you like and purchase at store on Saturday.

Add 1 cup of veggies to dinner on T/Th

List ways life will be different if weight is lower

On T/Th, meet Susan at Liberty Park to walk

On Mon., make list of 5 activities you enjoy. On Fri., do one of those activities for 5-10 min.

5 C's of Coping

Calm

Clarity

- Setting SMART goals creates clarity

Competence

- Small steps

Connection to resources

Courage

- Each small decision is an important one
- You are making an investment in your life

Importance of Coping



MI in Action #1: Success

2008:

43 y.o. male, 5'8", 263 lb

T2DM dx; A1c range 7.2-9.6%

Meds: Metformin, Trulicity

2019:

"I feel like crap all of the time. I can't do any activities with my kids because I get tired so quickly."

2021:

56 y.o., 193 lb, A1c 5.7%, NODM meds (BMI 40  29)

Eats lean protein, vegetables, fruits, no sugar-sweetened beverages, appropriate serving nuts for snack; walks 8 miles or bikes at least 20 miles most days of the week.

"I wouldn't have been able to make this progress if I didn't put meaning to it. My kids are my meaning."

MI in Action #2:

Where do you go?

67-y.o. woman with history of hyperlipidemia and prediabetes.

Referred to RDN because PCP wanted to start lipid-lowering medication, but patient wanted to try diet first. Patient states she does not like taking medication.

Patient states her husband dislikes all vegetables, and that makes her unmotivated to purchase or cook them for just herself. Patient states she “has a problem with sweets” and has a hard time resisting on-sale baked goods at the store.

Patient states her PCP told her that she has 3 mo. to improve blood lipids with diet before they start medication. On a scale of 1-10, patient states she is “around a 5” when asked about her confidence to make healthy eating changes.

