

TRYING THINGS ON FOR SIZE

Persuasive Approach

Provider: Do your best to persuade the person to change, using the strategies below:

- 1) Explain why the patient should make this change. List some benefits of changing and some drawbacks of not changing.
- 2) Tell the patient how they could make the change. Suggest specific strategies, steps, or resources.
- 3) Emphasize how important it is for them to make the change.
- 4) Tell / persuade the patient to do it. And if you encounter resistance, repeat the above, perhaps more emphatically

Empathic / Eliciting Approach

Provider: Don't try to persuade or fix anything. Don't offer advice. Instead ask these four questions one at a time, and listen carefully to what the person says:

- 1) Why would you want to make this change?
- 2) What are the three best reasons for you to do it?
- 3) If you decided to make the change, what strengths, past experiences, or resources could you draw upon?
- 4) If you decided to make this change, how might you go about it in order to succeed?

After you have listened carefully to the answers to these questions, give back a short summary of what you heard and provide an affirmation. Then ask one more question:

- 5) So what do you think you'll do?