

Module 2: Supporting Behavior Change



Time: 45 minutes

Session Objectives

By the end of this session, participants will be able to:

- Understand key counseling techniques
- Learn and apply motivational interviewing tools to adherence counseling



Session Overview

- Key Counseling Techniques
 - Therapeutic Alliance
 - Collaborative Health Education
 - Motivational Interviewing

Materials Needed






- Slides
- Adult Counseling Flipchart

20 minute
Lecture

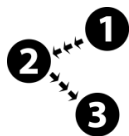


Trainer will:

- Explain the concept and key elements of therapeutic alliance, including
 - Eye contact
 - Active listening
 - Normalize and be nonjudgmental
 - Demonstrating caring
 - Developing trust
 - Individual goals
 - Instill hope
 - Know your limits
- Discuss in depth the importance of normalizing and being non-judgmental with patients.
- Describe how to provide health education collaboratively
 - Ask → Confirm → Ask → Inform → Ask model

<p>10 minute Activity</p> 	<p>Activity: Facilitator Demonstration</p> <p>Facilitator and co-facilitator will demonstrate providing health education collaboratively.</p> <p>Ask the group if there are any questions before resuming lecture.</p>
<p>10 minute Lecture</p> 	<p>Trainer will:</p> <ul style="list-style-type: none"> • Explain the concept of motivational interviewing, and describe the following techniques: <ul style="list-style-type: none"> ○ O: Open-ended questions ○ A: Affirmation ○ R: Reflective listening ○ S: Summary statements
<p>15 minute Activity</p> 	<p>Activity: Practicing Motivational Interviewing</p> <p>The group will break into pairs to practice motivational interviewing using the characters of Grace and John.</p> <p>Facilitator will ask the following questions after completing the activity:</p> <ul style="list-style-type: none"> • What was difficult about using these skills? • What was different about your partner’s response to an open-ended question? • What did it feel like to have a statement affirmed? • What made affirmations or reflections feel genuine (or not genuine)? • How useful did summary statements feel?
<p>5 minute Wrap-up</p>	<p>Key points to emphasize in summary:</p> <ul style="list-style-type: none"> • Accept: Approach behavior change non-judgmentally. • Collaborate: Before providing psychoeducation, questions are key to involving someone in learning. • Motivate: Meeting someone where they are by demonstrating understanding can stimulate and support internal motivation.

Methodologies



- Lecture
- Activity: Facilitator Demonstration – Providing Collaborative Health Education
- Activity: Paired Role Play – Motivational Interviewing

Advance Preparation for Trainers



- Prepare to demonstrate providing collaborative health education with co-facilitator
- Prepare to facilitate paired activity on motivational interviewing



Activity: Facilitator Demonstration

Providing Collaborative Health Education

Instructions:

- Facilitator and co-facilitator will demonstrate using the Collaborative Health Education Model (Ask → Confirm → Ask → Inform → Ask) to discuss viral load.
- Facilitator 1 will role play the provider.
- Facilitator 2 will play the patient.
- Facilitator 1 should indicate to the audience when he/she is demonstrating each step of the model [**bolded in brackets**].
- Be sure to ask the group if there are any questions after completing the demonstration.

Facilitator 1

[ASK]: Can you tell me why it is important to have a low viral load?

Facilitator 2

I don't know. We have been talking about my CD4 count for so long and now there is this new number called viral load – it just seems like too much.

Facilitator 1

[CONFIRM]: I understand how that would be very confusing. There are a lot of numbers to track and this is hard to do.

[ASK]: Would you like to know more about what viral load is?

Facilitator 2

Yes!

Facilitator 1 (Provider)

[INFORM]: Viral load measures how much HIV is in the blood and if ARVs are working well and you are taking them every day. The goal is to have a low viral load. Usually this will be 1,000 or less after six months of taking ARVs. This will help to keep your brain healthy, prevent you from getting serious illnesses, keep you out of the doctor's office, and keep your sexual partners healthy.

[ASK]: Do you have any questions about what I just told you?

Facilitator 2

I think I understand. The viral load tells you how much HIV is in my blood. If my ARVs are working well, then my viral load test result will be low. Thank you for explaining this to me!



Activity: Paired Role Play

Motivational Interviewing

Instructions:

- Have the group split up into pairs. Each pair should decide who is Partner A and Partner B.
- Each pair will conduct two 5-minute role plays.
- In role play 1, Partner A will be the provider, and Partner B will be Grace.
- In role play 2, Partner A will be John, and Partner B will be the provider.
- In each role play, the provider will use OARS skills to discuss the character's problems with adherence. Be sure that providers go through every step during their role play conversation (Open-ended questions, Affirmation, Reflective listening, and Summary statements).
- Indicate to the group when the first five minutes are up and it is time to switch to role play scenario 2.
- After the role plays are finished, go to the next slide to ask discussion questions for 5-10 minutes.

Role Play 1

Partner A: Provider

Partner B: Grace

- 28 years old
- Found out she was HIV+ 3 years ago while pregnant with her youngest daughter
- Has three children (8, 6, and 3 years old) who are all HIV-
- Took her medications every day while pregnant and breastfeeding, but now struggles to maintain adherence.

Role Play 2

Partner A: John

- 36 years old
- First diagnosed as HIV+ 10 years ago
- Works hard to maintain income for his family (wife and two children, ages 10 and 7)
- Has never taken his medications for longer than a few months and has not noticed any problems with his health as a result

Partner B: Provider