

Module 5: Action planning and an MI Framework

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Learning Objectives

1. Able to recognising readiness to change in a client
2. Are able to use the GROW model of coaching
3. Have other tools available to use
4. Confident to have conversations about goal setting with clients/patients
5. Understand the MI session framework guide

Motivational Interviewing - Phase 1 & Phase 2

Phase 1

- **Building motivation:** Your motivational interviewing skills toolkit = OARS, Encouraging change talk, Reflective listening, Confidence + Importance

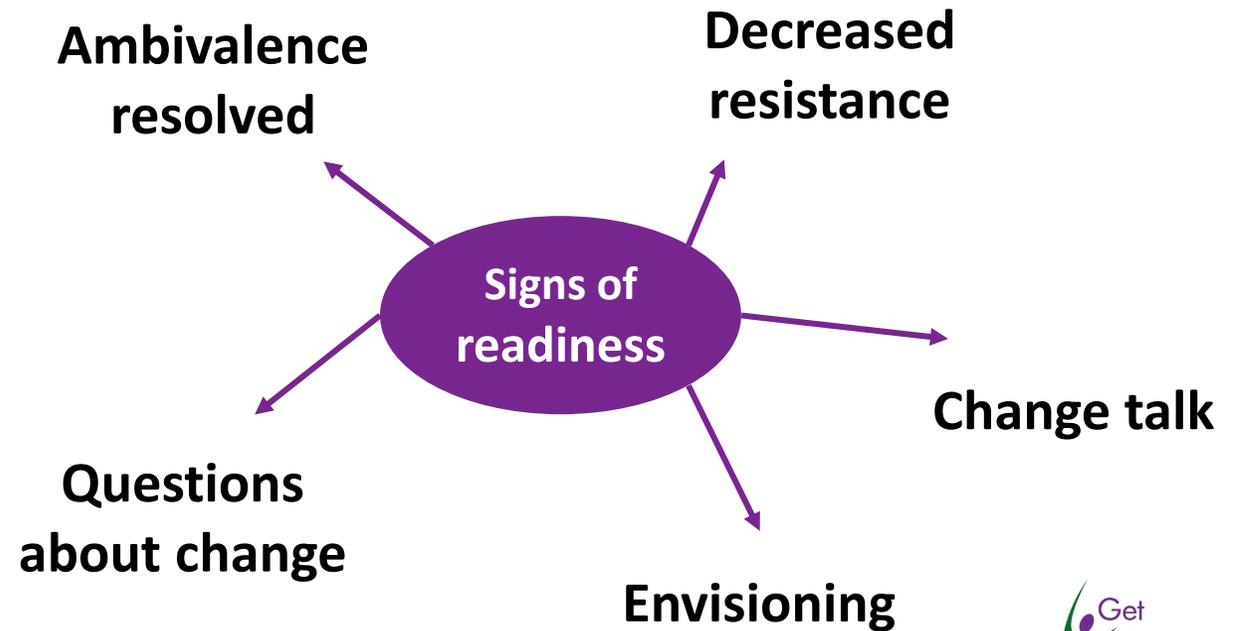
Phase 2

- If there is readiness to change, moving on and **negotiating a plan of action for change**



Recognizing readiness

- Only if there is readiness to change → negotiate a plan of action for change
- What questions could you ask to assess readiness?
- Pitfalls – assuming readiness too soon!



Negotiating a plan of action

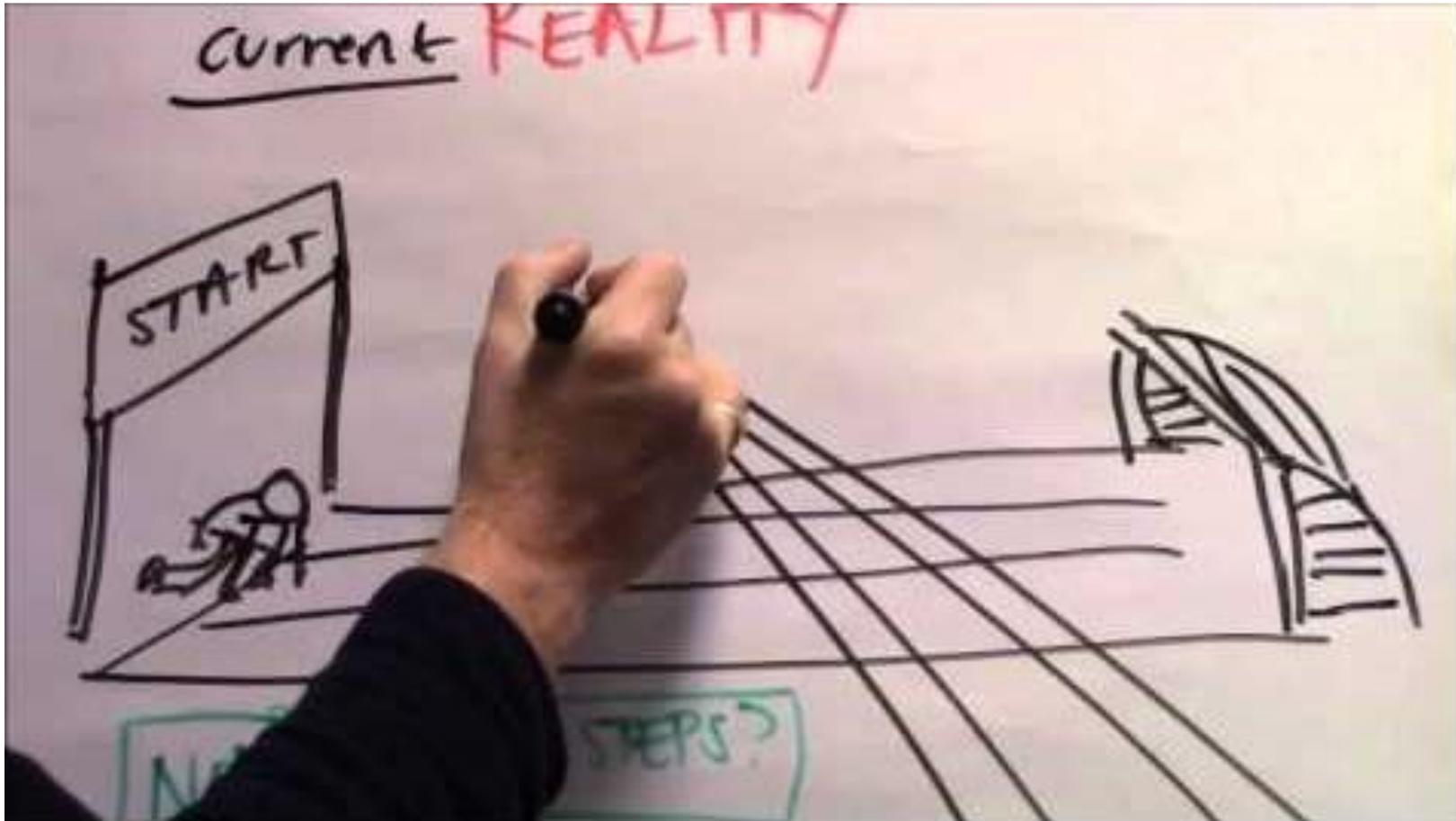
Four crucial elements to a change plan:

1. Setting **goals**
2. Consider **options**
3. Choose a **plan**
4. Elicit **commitment**



The GROW model of Coaching





<https://www.youtube.com/watch?v=6LmjV2R9qSo>



GROW – Goal

- A personal development goal
- The ultimate outcome desired
 - Some elements are within control whilst some elements may not be. Check what these are
- The performance goal
 - Those things within the control of the client
- Is the initial stated goal the real goal?

What would you like to achieve?

When?

Is it within your control?

How Important is this to you (1-10)

GROW - Reality

- The real situation around the goal
- What attempts or progress might have already happened? What stopped them before?
- What's the gap between now and desired end state
- What's possible

What actions have you taken so far?

What happened as a result?

What has stopped/ may stop you?

How Confident are you?



GROW - Options

- Initially generate as many options as possible
- Think creatively
- Nothing discounted initially
- Options from the client; only prompt if required

What are the other options?

Is there anything else?

Would you like some other suggestions?



GROW - Will

- Discussion into decision
- What commitments are they willing to make to realise goal?
- Readiness - **Importance and Confidence**
- Next steps

What's the plan?
When will you start?
What's the first step?
What obstacles might you face?
How will you overcome them?
What help do you want?



Other useful techniques for MI and Coaching

1. A Typical Day
2. The Decisional Balance Sheet
3. Pros & Cons



1. A Typical Day

- Use to explore time issues and opportunities
- Simply ask 'can you talk me through your typical day'
- Who wants to be a Guinea pig to demonstrate this?
- Key point – don't fall into the solutioneering trap?



2. Decisional Balance Sheet

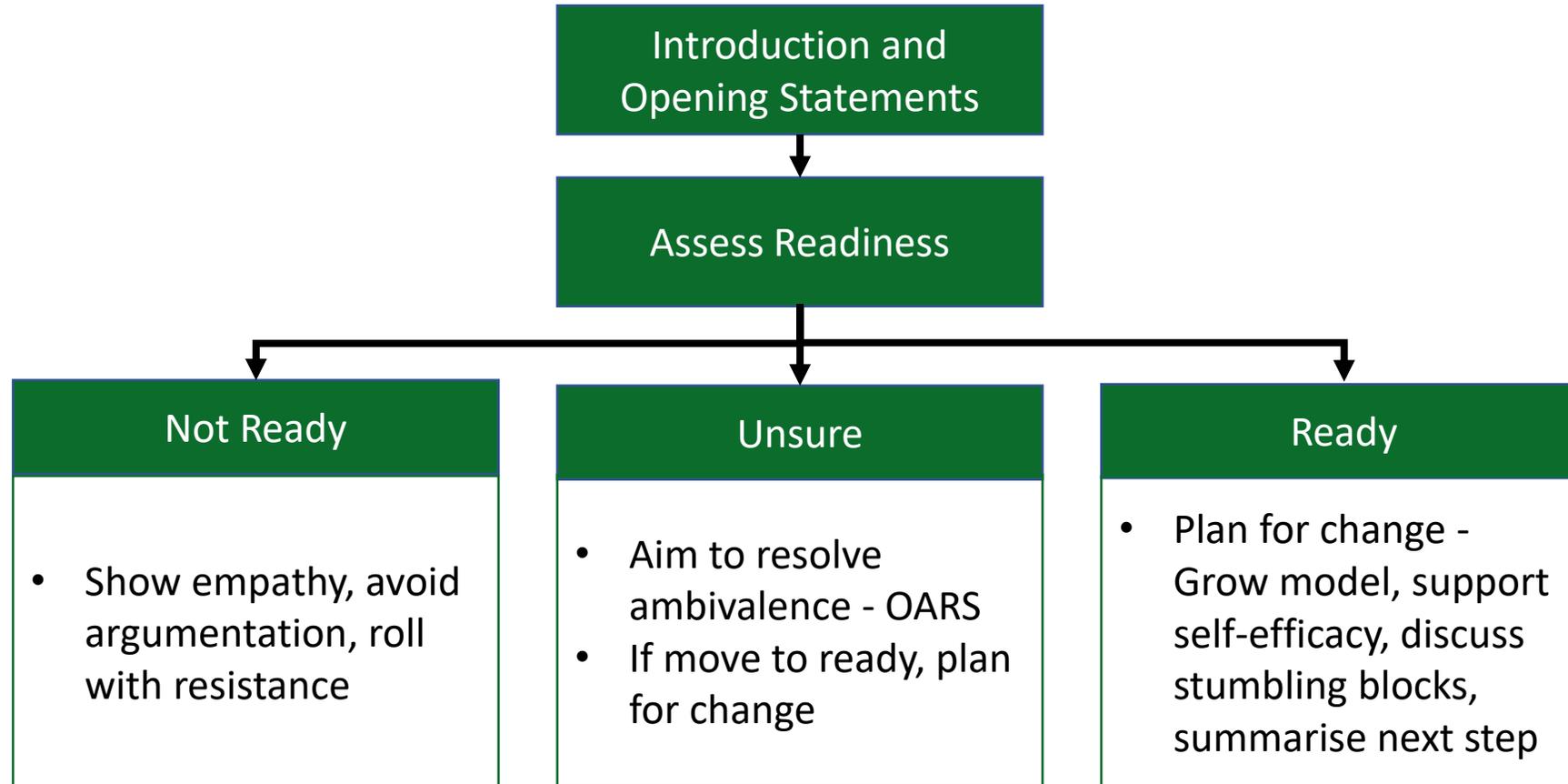
	Benefits	Barriers
Change	Generally improved health, feeling fitter and with more energy. Reduced stress and help with better sleep. Hope to tone up and look better, keep weight in check which would please my partner. May be able to start to play some sport with work colleagues.	Lack of time and pressure from work and a busy family life. Never been great at sport. A bit Intimidated by the 'super fit' in gyms. Always very tired at the end of the day. Not sure about cost of equipment or joining a gym.
No Change	Can't really think of any benefits of staying inactive.	Pressure from partner to do something about weight. Pressure from work colleagues to join in some after work activities.

3. Pros & Cons

- If there is no time or you feel the decisional balance sheet is a bit too complex then a simple exploration of the Pros & Cons can be just as effective
- This can be done verbally in a couple of minutes by asking:
 1. What are the good / not so good things about the current behaviour?
 2. What would be good / not so good about changing?

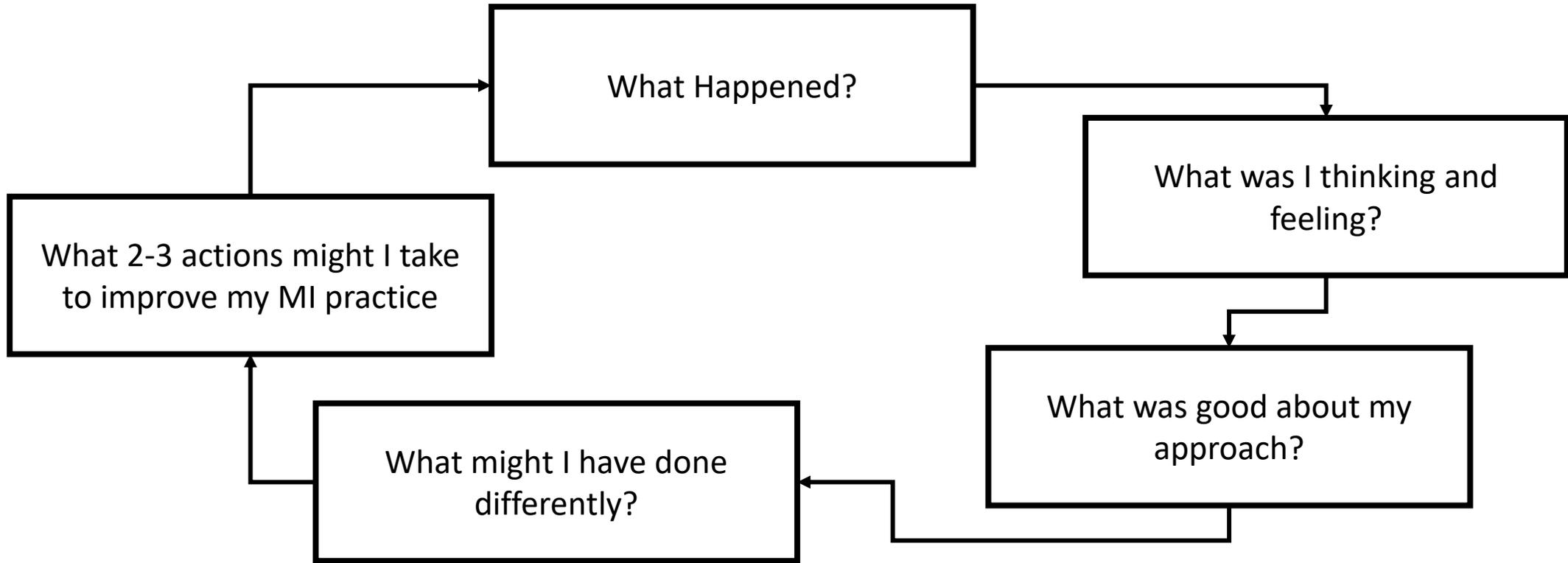


An MI Framework guide



Review sheet to take away

Reflective practice



Thoughts and reflections

- Your key takeaways?
- Any light bulb moments?
- Anything you don't understand?
- Questions?



Key Takeaways from Module 5

- Recognizing Readiness
- Negotiating a change plan
- The GROW Model
- Typical Day
- DBS
- Pros and Cons
- A session Framework



Change Talk: Positive Conversations for Physical Activity

End Module 5: Action planning and an MI Framework



Modul 1: Helping people become physically active



Module 2: Models and Theories of Behaviour Change



Module 3: An Introduction to Motivational Interviewing



Module 4: Key Motivational Interviewing Skills



Module 5: Action Planning and an MI Framework



Course completed!

Course Reflections

What will you do differently?

What will you take away?

Next steps

Reflection Session – 1000-1100 10th August 2021

Three quick questions!

Use the poll to answer

1. On a scale of 1-10, how important are having conversations about physical activity with clients?
2. On a scale of 1-10, how confident are you in having conversations about physical activity with clients?
3. What might make you even more confident (what else do you need)?

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On a scale of 1-10, how important are having conversations about physical activity with clients?

 Start presenting to display the poll results on this slide.

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How confident are you now in having positive conversations about physical activity (and other things) with your clients?

 Start presenting to display the poll results on this slide.

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What might make you even more confident (what else do you need)?

 Start presenting to display the poll results on this slide.

Training Course Feedback Surveys

Essential

- Training feedback survey (3-minutes)
- 4-month impact survey (4-minutes)

Follow-up email with survey links and link to our support page

Link to request personal certificate