1. "Testing" Case:
What do you think?

A. Conviction was adequately asked & assessed - or
B. Conviction was not adequately asked & assessed

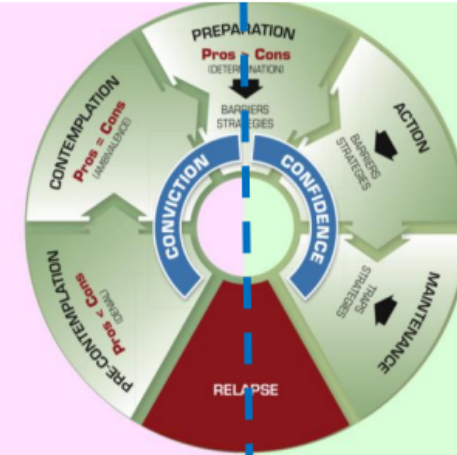## Not Ready To Change
FOCUS ON CONVICTION

Ask

1. *How do you feel about …*
2. *On a scale of 0 to 10, how important is…*
3. *If you decided to … how might that benefit you?*

Assess

1. Low: Doesn't know textbook health benefits & sees no personal benefits to changing. Choose an action below.
2. Medium: Knows textbook benefits, but no personal reason for those to matter. Knowledge alone isn't enough. Choose an action below.
3. High: Verbalizes important personal benefits to change. This patient is ready to change. Move on to confidence, see right.

Act

1. Ask if you can provide information
   — *Would you like more information on …(behavior)? I want to be sure you have all the information you need to make an informed decision. I'll respect your answer.*
2. Find personal benefits & link to behavior
   — Would you like more information on how … (behavior) could help with … (item that's important to them or bothering them)?
3. Elicit change talk --*What made you say 5 instead of 1?*
4. Explore with more open-ended questions, reflective listening, empathy, build trust (more trust = ↑ desire to act)
5. Query a "thinking about benefits" goal

Ready To Change
FOCUS ON CONFIDENCE if high convicti

Ask

1. How confident are you that you could … (insert behavior)
2. On a scale of 1 to 10, how confident would you be to …

Assess

1. Low: 0 to 6. Choose an action below or a "planning" goal.
2. High: 7 to 10. Consider a "doing" goal.

Act

1. Identify barriers
   — What would get in the way of you ….(behavior)
2. Problem-solve barriers
   — What do you think would work to help with that barrier?
3. Focus on prior success
   — What worked in the past?
4. Add social supports
   — How would you feel about getting support from a friend or family member? What would that support look like?
5. Query a "planning" or "doing" goal

2. "Glucagon" Case:
What two things might the research nurse have asked to have prevented alienating me?

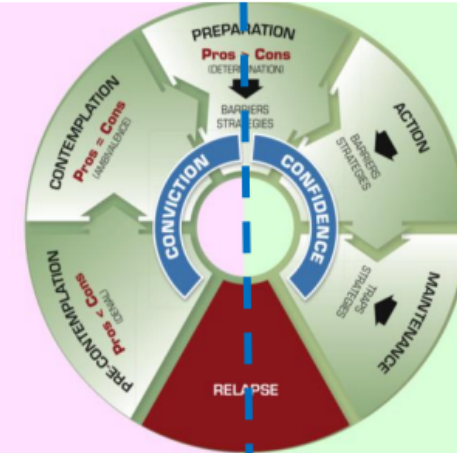## Not Ready To Change
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   — What worked in the past?
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   — How would you feel about getting support from a friend or family member? What would that support look like?
5. Query a "planning" or "doing" goal

3. "Carb Ratio" Case:
What do you think?

A. All is fine. Patient seems to have high conviction & high confidence as gets task done with good outcomes.
B. Conviction was adequately assessed
C. Conviction was not adequately assessed
D. Harm might have been inadvertently done

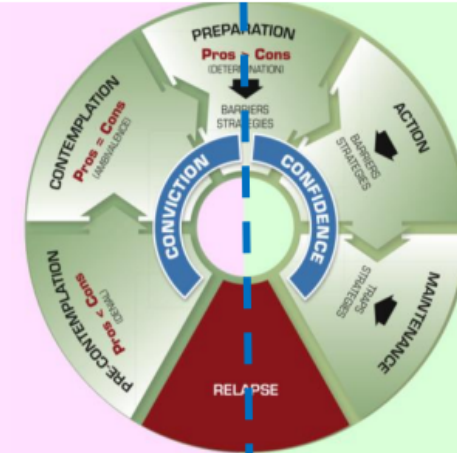## Not Ready To Change
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