

# Negotiating some behavior change

By Ms. Wendy Hon  
(Day 2 Morning Session)

1

The client has regular contact with the worker but does not want to work on reducing problematic drug use

**Aims:**

Achieve some positive change in drug using by negotiating achievable harm-reduction goals

2

- \* Complete abstinence at this stage for your client is probably unrealistic and not necessary.
- \* The client will be more willing to think about change and succeed if he/she feels that changing drug use behavior is achievable. Change can occur at several levels that would reduce overall harm, even if the person does not become abstinent

3

## Goal setting

1. Identify long-term goal in term of the client's drug use behavior or general goals.
2. Write down where the client is now in term of his drug-use behavior
3. Identify client's harm reduction steps, the areas where s/he could make some changes to his/her drug using behavior that would have a positive impact on his/her life
4. Identify what the client could do to achieve each of these goals
5. Identify any obstacles of the client to each of these goals and identify strategies to overcome these obstacles

4

## Strategies in achieving/negotiating change

- \* Emphasising that any goals set will be realistic and achievable by them
- \* Remaining optimistic and taking a long-term perspective toward achieving change
- \* Reviewing their decisional balance with them and all the factors they listed as reasons “for” change
- \* Setting up behavioral experiments to test out beliefs that prevent them from wanting to change
- \* Using cognitive strategies to re-evaluate and modify beliefs that prevent them from wanting to change

5

## Strategies to tackle common reasons given by clients for not wanting to change drug use

client says

- \* “I don’t need to change-I enjoy using and it’s not really a problem

6

- \* Go back to “Building on motivation for change”
- \* Review Advantage-Disadvantage Analysis, gently remind the client of how drug use may prevent him/her from achieving a personal goal
- \* Help the client spot the distortion in his/her current thinking which allow him/her to be convinced that using is OK
- \* List all the reasons for wanting to make change and collaboratively identify a realistic and achievable harm-reduction goal

7

## Strategies to tackle common reasons given by clients for not wanting to change drug use

client says

- \* “There is no point to change—I’ve tried before and failed”

8

- \* Educate the client about the C-BIT approach and inform him/her of how it may be beneficial for him/her
- \* Take a “negotiating position” with the client and actively engage him/her in working with you on his/her drug use
- \* Remind the client that change in habits is difficult for all of us, and it has taken several attempts before we are successful

9

- \* Using behavioral experiment and /or reviewing previous attempts to change to get him/her to work collaboratively
  - Thought to be tested in real life
  - Learned message
- \* Re-evaluate and modify the belief by three-question technique
  - \* What is the evidence for that belief?
  - \* Have there been times when that has not been the case?
  - \* If there are times when that is not the case, what are the implications?

10

## Strategies to tackle common reasons given by clients for not wanting to change drug use

client say,


- \* “I get bored if I’m not using”

11

## Identifying activities of interest

- \* brainstorm all the activities that s/he is interested in or enjoy
- \* Use the identifying activities of the interest worksheet
- \* Past interest / Activities: prior to his/her experiencing difficulties or in the recent past, he/she may have been engaged in activities such as music, art or sport

12

- 
- \* Personal goals identified he may have always wanted to do
  - \* Activities non-drug-using friends engage in (using social circle map)
  - \* List of leisure, social/training or occupational activities available in your locality/team

13



## Engaging the clients' interest in the activity

- \* Rank activities in order of interest (as being of particular interest and that are feasible or practical possible)
- \* Find out more information about the activities
- \* Identify a time in his/her week when he/she could try it out

14

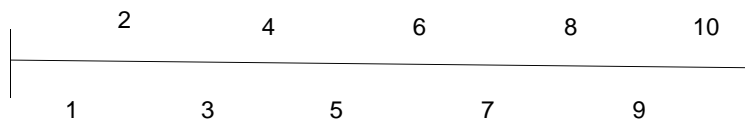
- \* Think through the practical issue such as cost, transport, time and whether the client would benefit from having someone accompany him/her
- \* Adopt a negotiating position, ie, an attitude of “trying it out”, suggest to the client he/she attends the first time as a “taster session”

15

## 活動尺

最有滿足感的活動...

行動計畫



最容易做到的活動....





## Strategies to tackle common reasons given by clients for not wanting to change drug use

client says:

\* “Everyone whom I know uses, especially all my friends, so it is hard not to use”

## Build social networks supportive of change

- \* Use strategies focused on developing network engagement (ie, engaging those people close to your client who are willing to support his/her efforts to change)
- \* Engagement can range from being present at sessions to being prepared to do something with the client as an alternative to substance use or at a time of crisis
- \* The process of network engagement follows on from the clients' social network map

19

## Engaging a network member

- \* Help the client compose a letter to be sent to the particular person in question (If possible, compose the letter and write it during the sessions)
- \* You or the client telephones the person (Role-play and rehearse the telephone conversation and ensure the client has the necessary skills)
- \* You and/or the client visits the person (Role play to practice what will be said and how to deal with any difficulties that may arise)

20

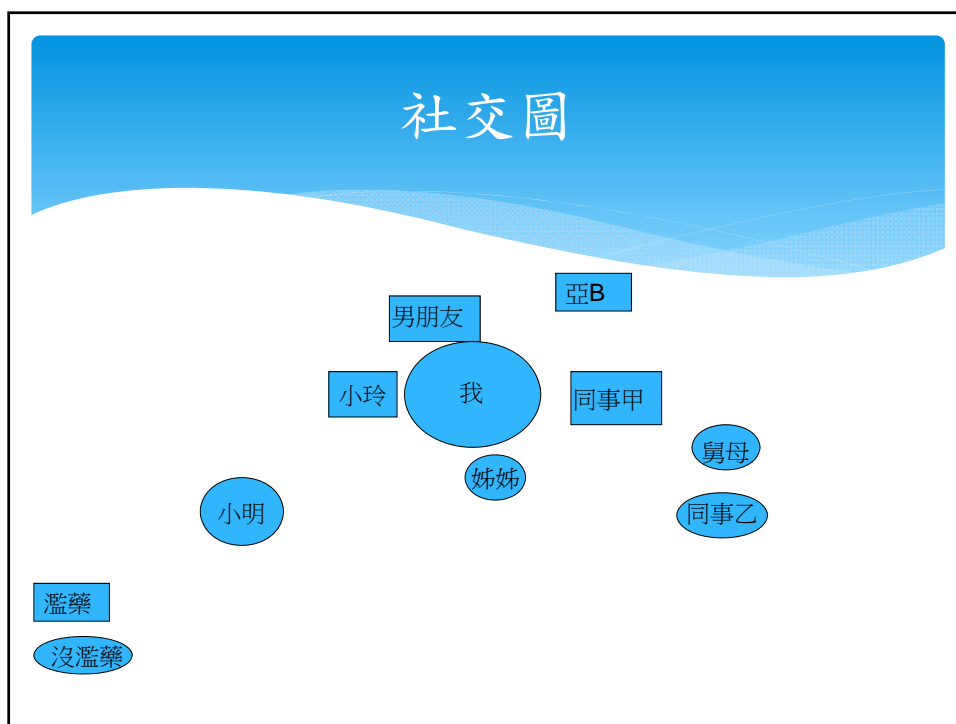
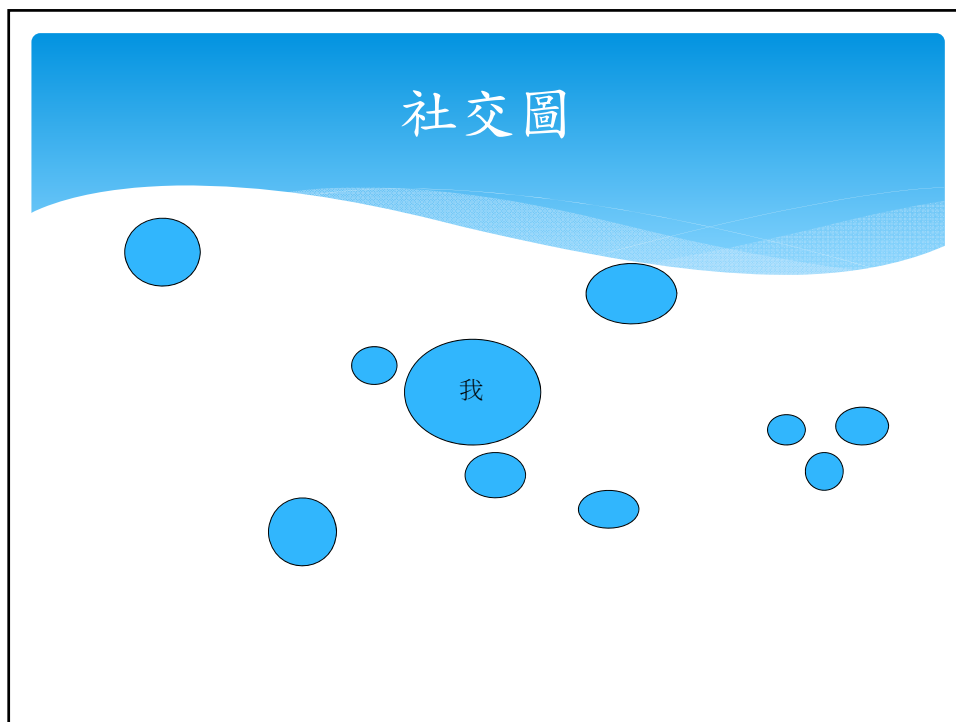
## Steps to building new network

- \* Reviewing what persons in the past has been supportive
- \* Discuss other potential sources of support, including the extended family, church, colleagues, old friends, organisations that offer befriending, voluntary work agencies, day centres and hostels
- \* Identify the most realistic place/organization for making new contact

21

- \* Introduce the idea of meeting new people and discuss any anticipated problems
- \* Carry out social skills practice and role-play in order to help the client develop necessary skills to approach new people so that he/she can develop future continued support for change

22



## Detoxification

- \* Find out suitable detoxification mode
- \* Assessment on the client's withdrawal symptoms (physical, emotional and mental)
- \* Integration on medical, non-medical and system support
- \* Client's expectation and readiness

25

- **Withdrawal symptom**
- **Physical/mental problem, risk of suicidal/violence**
- **The deterioration of role function / family function**

**severe**

↑

**High**

Level of care and monitoring

↓

**Low**

**Intensive medical care**

**Residential treatment**

**Outpatient treatment**

**Informal treatment**

26

## 功課

\*試與吸毒個案協商一個改善生活的「小改變」計劃,於11月22日 Practicum 分享經驗