

### Condoms are NOT the Only Answer

Successful Prevention Through Motivational Interviewing

Dr. Brent Pimentel, MD/MPH



## **Objectives**

**Explain the Three Levels of Prevention** 

Understand the Transtheoretical Model of Change

Discuss how Motivational Interviewing results in Client-

Centered change using S.M.A.R.T Steps

Review Tips & Techniques to Increase Client Trust and Rapport





Explain the Three Levels of Prevention



#### Levels of Prevention

- 1940s Three Levels Described for First Time
  - Originated in Academic Schools of Public Health
  - Jointly Published by Harvard & Columbia University
  - Initial Terms: **Primary, Secondary, Tertiary**

- 1970s Levels Expanded and Modified
  - New: Prevention, Treatment, Rehabilitation





- Initially "Primary" but also "Prevention"
- Stop the Condition from Developing at All
  - *Eliminate* the Agent of the Condition

Hand Washing

• Increase *Resistance* to the Agent

**Immunizations** 

- Two Main Methods Used
  - Health Promotion

**Good Nutrition** 

Specific Protection

Condom Use





- Initially "Secondary" but also "Treatment"
- Detect Existing and Asymptomatic Conditions
  - Slow or Stop **Progression** of Symptoms

Breast Self Exam

Primarily deals with *Latent* conditions

Prostate Exam

- Two Main Goals
  - Early Diagnosis and Prompt Treatment

Antibiotics for Syphilis

Limit Potential Disability or Future Complications

Follow-Up Eye Exams



- Initially "Tertiary" but also "Rehabilitation"
- Reduce Impact of Symptomatic Conditions
  - Focuses on Mental, Physical, & Social Rehabilitation
     Professional Therapy
  - Maximize Remaining Functions and Capabilities
     Bathtub Seat or Bars
- Three Main Goals
  - Preventing Pain and/or Further Damage
  - Halting Progression and/or Complications
  - Restoring as much Health and Function as Possible



#### Levels of Prevention

Disease Prevention Occurs at ALL Three Levels

Primary: HALT Condition BEFORE It Happens

• **Secondary**: FIND / TREAT the Asymptomatic Patient

■ **Tertiary**: REDUCE Issues & MAXIMIZE Function



#### Levels of Prevention

- Prevention is **NOT** "One Size Fits ALL"
- Must Address Client's Needs and Motivation
- Two Ways to Address a Topic
  - "Abstinence Only" Approach
    - Client advised to stop any and all detrimental behavior
  - "Harm Reduction" Approach
    - Client focuses attention on most serious behavior(s) first



## Objective 2

Understand the Transtheoretical

Model of Change



- Known as the "Stages of Behavioral Change"
- Uses Several Theories of Psychotherapy
- Changes Occur through a Series of Phases
- Maximizing Success requires Two Steps
  - 1. Assessing the Readiness to Act on a New Behavior
  - 2. Providing Strategies to Guide Adoption of the Change





- Phase 1 Precontemplation (Denial)
  - Unaware of Need for Change
  - No Intention to Initiate Change in Next 6 Months
  - Encourage Tracking of Decisions and Consequences





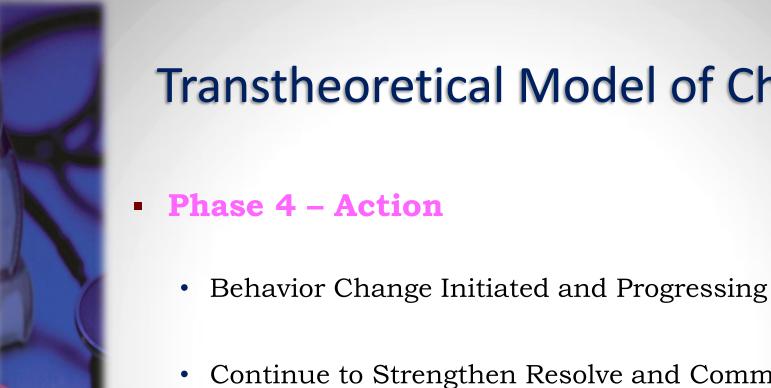
- Phase 2 Contemplation (Getting Ready)
  - Aware of Need to Change but Ambivalent
  - Intend to Initiate in Next 6 Months but Keep Delaying
  - Provide Success Stories and Encourage Small Steps





- Phase 3 Preparation (Ready)
  - Ready to Initiate Change within the Next 30 Days
  - Have Started Taking Small Concrete Steps
  - Support Efforts and Assist in Preparation





- Continue to Strengthen Resolve and Commitment
- Emphasize the Benefits and Avoiding Temptation





- Phase 5 Maintenance
  - Change in Place for at least 6 Months
  - Stressful Situations may Cause Regression
  - Encourage Healthy Ways to Reduce Stress



#### Phase 6 – Relapse

- Can Occur for Multiple Reasons or Triggers
- Common Issues include Stress, Social Cues
- Emphasize that Change has NOT Failed
- Will Re-Enter at ANY Phase in the Model





Discuss how

Motivational Interviewing results in

Client-Centered change using

S.M.A.R.T. Steps



## Motivational Interview: Basic Concepts

- Semi-Directed Counseling Technique
- Client-Centered Therapy
- Focuses on **Current** Behavior
- Explores and Resolves Ambivalence
- Avoids Judgment and Confrontation
- Provides Support as Client Works to Change



#### Motivational Interview: Skills Used

#### Express Empathy

See the Issue as the Client Perceives It

#### Develop Discrepancy

Identify and Explore Internal Barriers to Change

#### Roll with Resistance

Recognize and Accept Reluctance to Change

#### Support Self-Efficacy

Support Every Effort to Change no Matter How Minor



## Motivational Interview: Strategies Used

- Counseling Strategies Employed
  - Use Reflective Listening Techniques
    - "Why don't you tell me more about..."
    - "What I am **hearing you** say..."
  - Summarize and Confirm Understanding of Issue
    - Paraphrase Import Aspects of the Conversation
    - Extremely Important to Ask for Corrections and Input



#### Motivational Interview: Skills Used

- Counseling Strategies Employed
  - Asking Open-Ended Questions
    - CANNOT be answered by a simple "Yes" or "No"
    - "HOW did..." or "WHEN were..." or "WHAT was..."
  - Affirm and Support All Attempts to Change
    - Reinforce Examples of Good Decision-Making
    - **Explore** Without Judgment what led to Poor Choices





### Motivational Interview: Summary

PARAPHRASE and Go Over the Session

Confirm Your UNDERSTANDING of the Issues

HIGHLIGHT the Primary Topics and Concerns

Support what the CLIENT decides to change





- Acronym for criteria to guide a change in an action
- Originally published in 1981 by Management Review
  - Intended to help corporations manage company goals better
  - Discussed the importance of setting realistic objectives
- Basic Concepts now Applied to Multiple Professions
  - DSHS Prevention Programs use SMART Steps with Clients
  - Parkland Employee Goals are Evaluated using SMART
- Aims to Create Achievable Objectives and Goals



### S.M.A.R.T. Method Criteria

#### SPECIFIC

Targeted Area for Improvement to Occur

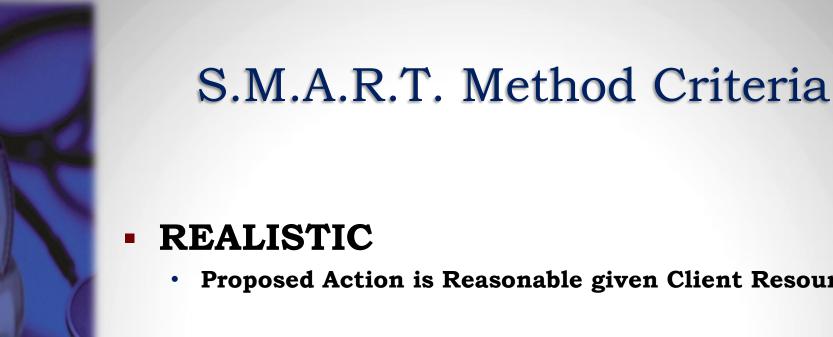
#### MEASURABLE

Identify an Indicator which can be Quantified

#### ACHIEVABLE

Proposed Action can be Accomplished by Client





Proposed Action is Reasonable given Client Resources

#### TIMEFRAME

Measurable Period for Taking the Action

Changes Should ALWAYS Be S.M.A.R.T!!! Remember to Address all 5 Criteria



# S.M.A.R.T. Method Example

"The next three times I hook up with someone from an internet site, I will use a condom during anal sex."

Letter	Criterion	Covered by Action Step
S	Specific	Yes - Use condom during anal sex
M	Measurable	Yes - Anal sex should result in a used condom
A	Achievable	UNKNOWN – Plan does not address it
R	Realistic	UNKNOWN – Plan does not address it
T	Timetable	Yes - Condoms or No Anal Sex After Next 3x





Review Tips & Techniques for

Increasing Client Trust and Rapport



# Tip 1 Create a "Safe" Space for Talking

- Introduce yourself
  - Verify Client Using Name and Date of Birth

- State your Purpose/Role
  - Remind Client some Questions are Very Personal

- Explain Confidentiality and HIPPA
  - Explain How Policy Works and Your Role



# Tip 2 Encourage Open Communication

- Identify Patient Concerns
  - "What brings you in for testing?"

- Explore Comprehension of Disease
  - "Tell me, what do you know about HIV/ STI/ etc."

- Discuss Possible Social Risk Factors
  - "What have you done in the past that may...."



# Tip 3 Actively Listen to Fears and Concerns

- Partner/ Social Contact Elicitation
  - "Who are you..."
  - "What do you..."
  - "Where do you meet..."
- Risk Reduction
  - "What are YOU willing to do to reduce your risk?"

**CONDOMS ARE NOT ALWAYS THE ANSWER!!!!!** 





- Know the Basics about Your Agency/Site
  - Address and Main Contact Information
  - Administrative Team and their Areas of Responsibility

- Understand your Role(s) in the Agency
  - Constantly Improve on Ones that are Stated
  - · Clarify and Define Ones when that Situation Arises



## **Objectives**

**Explain the Three Levels of Prevention** 

Understand the Transtheoretical Model of Change

Discuss how Motivational Interviewing results in Client-

Centered change using S.M.A.R.T Steps

Review Tips & Techniques to Increase Client Trust and Rapport





- Prevention Efforts Occur at Three Levels
  - Each Level Addresses a Different Stage of Issues
- Change Progresses through Phases of Readiness
  - Relapse is one of these phases
- Motivational Interviewing works with the Client
  - Assesses perception of the issue
  - Identifies support structures and behavior triggers
  - Approaches change where client is willing to try
- Supports what the CLIENT decides to change
  - Clearly Document Plans with the S.M.A.R.T Method





#### Personal Information

Brent J. Pimentel, MD/MPH
Program Manager

South Central AIDS Education & Training Center 8435 N Stemmons Freeway, Suite 1125 Dallas, TX 75219

Phone: 214-590-3792

Email: brent.pimentel@phhs.org

