Effective Use of The Decisional Balance Worksheet To Develop Discrepancy & Workout Behaviors to Match Goals

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Rapport First

- First focus is establishing rapport using advanced facilitation skills
  - Accurate Empathy
  - Genuine Care and Concern
  - Evocation
  - Studies the person
  - Levels of readiness guide practitioner approach
  - Demonstrate that you are listening and understanding
  - Never Blame, Shame, Label, Judge, Punish or Fix
  - Demonstrate that you are SAFE for them to disclose

Rapport

- Evocation (leave the diagnosing of a problem out)
- With Evocation comes Reflective Listening
- Basic understanding of reflective listening is
  - Repeat what they say so they know you are listening
  - Say, “So, what I hear you saying is…”
- Advanced understanding of reflective listening:
  - Demonstrate that you get what its like for them from what they are saying (accurate empathy)
  - Never say “So what I hear you saying is…”
  - Avoid the righting response
  - Make sense out of resistance
Tools for Developing Discrepancy

• Create and amplify, from the client’s perspective, a discrepancy between present behavior and his or her broader goals and values.
• Results in the client presenting the reasons for change, rather than the counselor
• It helps to convey that in the end, it is he/she who will determine what happens.

Seek Accurate Goal

• What are you here to get help with?
  – I need to get a job
• Things would be better if you had a paycheck
  – Yeah. Cuz then I could get a house
• So the real goal is to have a house of your own
  – Well, yeah but I need to get a house because then I could get my kids back
• Ah! The goal is to get your kids back. To do that though, you have to get a job that would allow you to buy a house. Where you live now isn’t a place where PS will let your kids come home to.
  – Right
Stage-Matched Treatment

• Once a recovery goal is identified:
  – Identify the specific symptoms and conditions that interfere with the recovery of the goal
  – Target the interfering symptoms and conditions with objectives that are stage-matched
  – Use the stage of readiness to guide the approach of the practitioner

Trans-Theoretical Model

• Pre-contemplation
  – Focus on the relationship using empathy
  – Begin to use the relationship to think deeper
• Contemplation
  – Emphasize Choice and control
  – Explore the Decisional Balance
• Preparation and Planning
  – Identify what’s been tried/worked/not worked
  – Develop a plan with incremental characteristics
• Action
  – Implement plan steps
  – Negotiate and Adjust
• Maintenance
  – Normalize and inventory gains
  – Prevention of Regression and Relapse

Recovery-Oriented, Strength-Based Treatment Plan

SAMSHA Definition:
– Recovery from Mental Disorders and/or Substance Use Disorders: A process of change through which individuals improve their health and wellness, live a self-directed life, and strive to reach their full potential.
Recovery for Treatment Planning

• For designing the process of change to achieve the SAMHSA definition “recovery” takes on a more practical and direct application.
• For treatment planning through a Person-Centered Process it is goal oriented and stated as such:
  • “The recovery of specific critical life functions identified by the individual in any domain that has been lost or impeded by specific Symptoms and Conditions.”

Recovery Orientation

• This definition sets-up a facilitated discussion with a person for the purpose of identification of the critical life functions they wish to recover to achieve health and wellness, live a self-directed life and reach their full potential.
• The process of developing a plan from this definition moves the treatment planning process to address the targeted issues which interferes with ability to perform critical life functions that are important to the individual.