

WORKBOOK

Nutrition Cheat Sheets



Using motivational interviewing to support clinical nutrition counseling

HANDLE RESISTANCE WORKBOOK

NUTRITION



QUICK CHATS

HANDLE RESISTANCE

OVERVIEW

This week is all about building on the open-ended questions and listening techniques you've been using.

Identifying areas of resistance is only the first step. Being able to recognize if a client is digging in their heels with sustain talk, or have started to think through change with change talk is key to supporting them with the change they're ready to make.

Knowing when to provide empathy or simply back down from their resistance is challenging and necessary.

PRACTICE

Practice taking close note of your client's verbal and body language. Watch for resistance to ideas you propose through your questions.

Provide supportive feedback to your client by asking permission, using inclusive language and focusing in on only the information they've agreed to receive.

Practice backing down from an urge to provide immediate counseling and education, or give unsolicited advice. Instead, work on exploring that resistance with your client and giving them the space to be able to make whatever decision they're ready to make.

REMEMBER

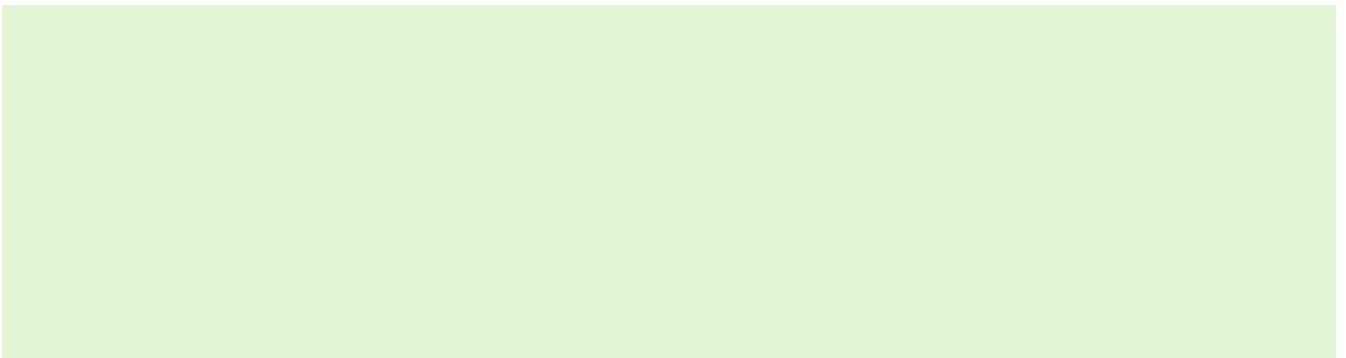
Always remind your client their decision is what matters. Choice leads to empowerment and motivation.

RESISTANCE WORKSHEET

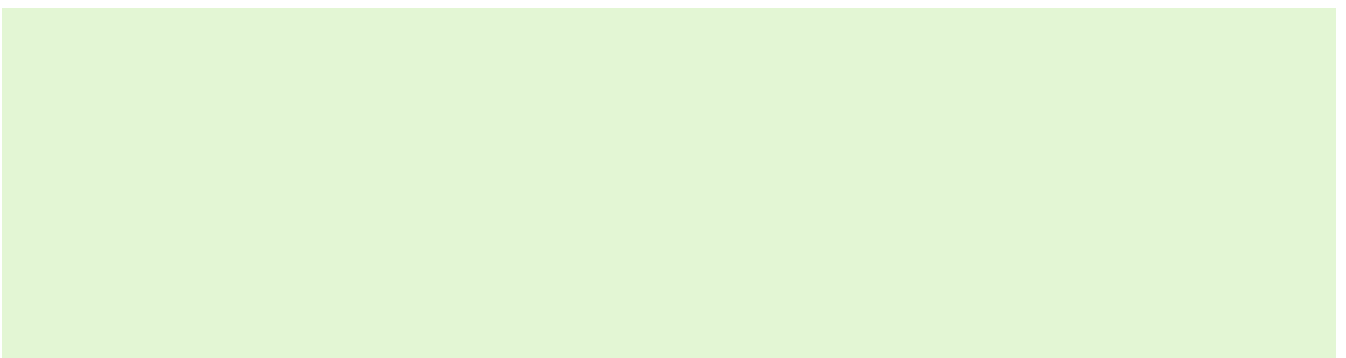
HOW DID YOU HANDLE RESISTANCE FROM A CLIENT
THE LAST TIME YOU ENCOUNTERED IT?



WHAT'S YOUR GO-TO COUNSELING STYLE WHEN
YOU'RE TIGHT ON TIME?



HOW DO YOU DEAL WITH FAMILY OR FRIENDS WHO
ARE THE CAUSE OF A CLIENT'S RESISTANCE?



NOTES
