



## Collaborative Screening Skill-Building Series Build Self-Efficacy: Affirmations and Strengths-Based Care

October 12, 2022, 12pm-1pm

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### Reminders

*This learning event is being recorded.*

*Recording and slides will be shared.*

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## BACKGROUND



The Association supports community health centers to establish and maintain social needs screening programs to connect clients to needed resources and better inform care leading to improved health outcomes and lives for clients.

We host a monthly Social Determinants of Health Workgroup to enable peer discussion, share best practices and challenges and training on helpful topics.



Washington  
Association for  
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## PRESENTER

**COLLABORATIVE SCREENING**

Guidance for Person-Centered Inquiry



**Ariel Singer**

Healthcare Transformation Strategist,  
Facilitator and Trainer

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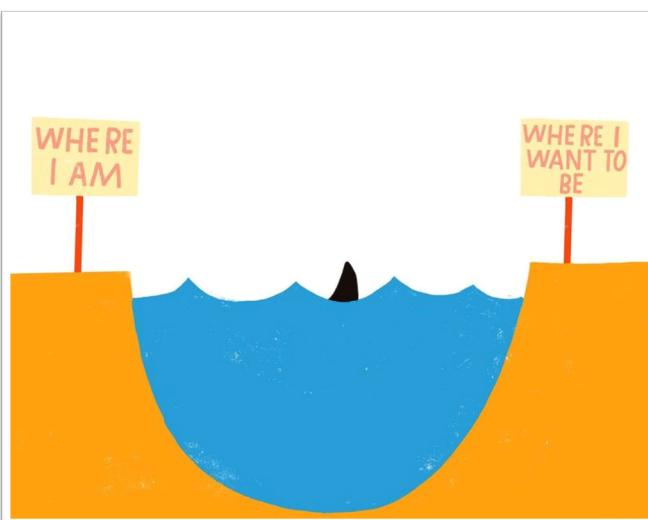
## Why MI in general?

STOP OVEREATING, STOP DRINKING,  
STOP STAYING OUT LATE, STOP  
FIGHTING, STOP WORRYING, STOP  
EATING SWEETS, STOP GAMBLING...



Hagar © King Features Syndicate. April 6, 1999.

## Why MI for this?



<https://lisacongdon.com/>



What is MI?

“A method of communication designed to bring out the other person’s motivations for change.”

- Bill Miller (MI elevator speech)

Key Elements of Motivational Interviewing





**Core Skills** 

 **COLLABORATIVE SCREENING**  
Guidance for Person-Centered Inquiry

O	• Open-ended Questions
A	• Affirmations
R	• Reflections
S	• Summaries
Info	• Providing Info/Advice with Permission



## Change Talk

Any client speech in favor of changing a target behavior.

What would this sound like in your context?



D

- Desire: “I really **want** to earn a better living”

A

- Ability: “Yeah, I **should be able** to call that program this week”

R

- Reason: “If I could get more fresh produce, **it would probably be better for my health overall”**

N

- Need: “I just **have** to get into a new situation”



## Sustain Talk

The other side of the Change Talk coin:

Any client speech that favors the status quo (**no change**) relative to the target behavior.



## How We Use Our Skills

- |      |   |
|------|---|
| O    | • Open-ended Questions                  |
| A    | • Affirmations                          |
| R    | • Reflections                           |
| S    | • Summaries                             |
| Info | • Providing Info/Advice with Permission |



Which Individual Therapist Behaviors Elicit Client Change  
Talk and Sustain Talk in Motivational Interviewing?



"The use of reflections and open-ended questions seemed to facilitate client exploration (discussing both reasons for and against alcohol use), and curtail client discussion of non-relevant topics (i.e., less follow/neutral).

In contrast, giving information and closed questions appeared to inhibit both change and sustain talk, and encourage discussion of less relevant topics (i.e., more follow/neutral).

*Only one individual therapist behavior, affirm, was followed by more change talk and less sustain talk."*

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Apodaca et al., 2016; <https://doi.org/10.1016/j.jsat.2015.09.001>

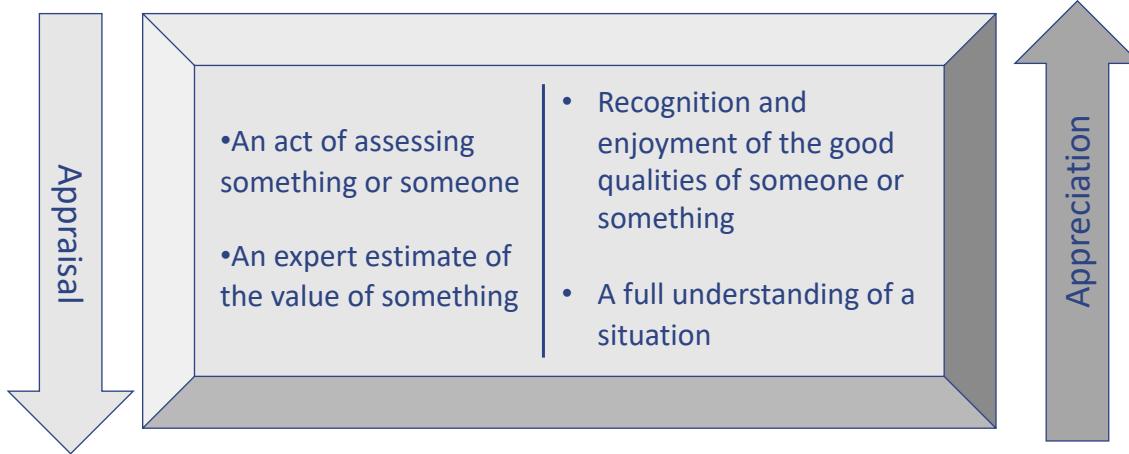
I AM GOOD AND SMART AND  
VERY HOT AND I DON'T  
NEED OTHER PEOPLE TO  
VALIDATE THAT



RUBYETC



## From Praise to Affirmation



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## Offering Affirmation

- Avoid cheerleading only
  - *Good job*
  - *I am proud of you*
  - *Well done*
- Stay in reflection
  - *You have really worked hard at this.*
  - *You stayed strong in the face of a lot of obstacles.*
  - *I can hear how resilient you are.*
  - *You've been very persistent in the face of setbacks.*
- Include intentions and actions, large and small.
  - *Thank you for coming today.*
  - *You have spent a lot of time thinking about this.*



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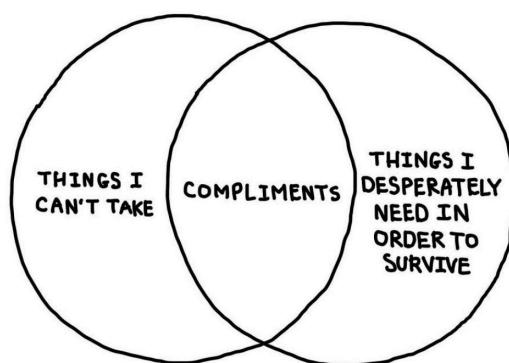
## Evoking Affirmation

- Ask people about:
  - Their own strengths
  - Past successes
  - Good efforts
- Powerful Questions
  - Has there ever been a time when you were pretty sure you wouldn't be able to make a change, but surprised yourself by your success?
  - If your best friend were describing your strengths, what would they say?
  - If you were a contestant in an imaginary bragging contest and you really wanted to win the prize, what would you say about yourself?
  - Let's pretend you are successful in changing this, what about you as a person will have made that possible?
  - What successes, even small ones, have you had with this kind of thing in the past?

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## Let's Practice



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**ASSET-FRAMING**

DEFINING PEOPLE BY THEIR ASPIRATIONS AND CONTRIBUTIONS BEFORE ACKNOWLEDGING THEIR CHALLENGES  
-TRABIAN SHORTERS

AT-RISK POPULATIONS  
LOW-INCOME COMMUNITIES  
MARGINALIZED RESIDENTS

WRITING A Grant Proposal

FIXING → PROBLEM

DO Good

ASSET-FRAMING SEEKS TO "BUILD EQUITY WITHOUT STIGMATIZING PEOPLE" AND PROMOTES THE VALUE, DIGNITY, AND HUMANITY OF ALL INDIVIDUALS, NO MATTER THEIR LIFE CIRCUMSTANCES OR THE KINDS OF CHALLENGES FACING THEM.

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<https://bmecommunity.org/applying-an-asset-frame-to-rural-economic-development/>



"Think back to a recent grant proposal you wrote to a funder, a presentation you delivered to a board of directors, or a conversation you had with colleagues about a project. If you work in the field of community and economic development, chances are you may have used terms like "at-risk populations," "low-income communities," or "marginalized residents" to convey your message and highlight a need or important cause..."

These labels define people and communities by their *problems and challenges*, making them into something that needs "fixing." Using this language can actually stigmatize and objectify the very people and places we are seeking to lift up, potentially propagating the systems and conditions we are trying to dismantle...

Despite good intentions, both funders and service providers may be reinforcing stereotypes that perpetuate challenges and seed internalized oppression."

## Citations



- Apodaca, T.R., Jackson, K.M., Borsari, B., Magill, M., Longabaugh, R., Mastroleo, N.R., Barnett, N.P. (2016). Which individual therapist behaviors elicit client change talk and sustain talk in motivational interviewing? *Journal of Substance Abuse Treatment*, 61, 60-65.
- <https://mollykellogg.com/tip-152-powerful-affirmations/>
- Miller, W.R. and Rollnick, S. (2013). Motivational interviewing: helping people change. The Guilford Press. P. 64-66.



## Collaborative Screening Skill-Building Series

*July-December 2022 | Second Wednesday 12-1 PM*

- **Facilitate Referrals with Ask-Tell-Ask | November 9**
- End with Clarity: Summaries and Teachback

