

## Motivational Tools in Action

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#### Case Study

Steve is a married black man, aged 37 years. He was diagnosed with type 2 diabetes six months ago. He works in telesales and doesn't attend his appointments because he says work won't support this. Therefore, he is refusing structured education and eye screening. He also has high cholesterol and is prescribed Atorvastatin but doesn't take it because of the "press".

#### Results and assessment

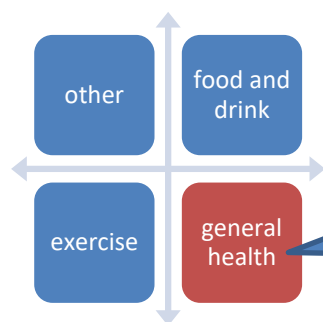
HbA1c 62mmol/mol and this has not changed since diagnosis despite advice re lifestyle and diet  
BMI: 30.8 and this has not changed since diagnosis

He has a good social life and told you today that he doesn't want to change his eating or drinking habits. He went on a crash diet ten years ago, lost weight and it all crept back on, and so he can't see the point.

He only came today because his wife nagged him. They are expecting their first child in four months. He is doing well in his career and they have no money worries.

- **What might be going on?**
- **What would you want to explore further?**
- **How could you use the Decision Balancing Tool and Importance and Confidence Rulers?**

#### 1. *Menu of topics for discussion. What matters to Steve?*



Steve is most worried about his weight as he wants to be able to support his wife and be able to see his baby grow up. This took a while to establish but once he said these words out loud, he became tearful

2. *Steve's Importance ruler: how important is it for him to get his health/weight sorted?*

Steve scored importance as 8/10. When asked why it wasn't 7, he said because he loves his wife and his baby so he wants to get healthy for them. When asked why it wasn't 9, he said because he is frightened of admitting to himself how important it is in case he fails.



3. *Steve's confidence ruler: how confident is he that he can improve his health by losing weight?*

Steve scored confidence as 5/10. When asked why it wasn't 6, he said because he knows he has tried diet and exercise before and it hasn't worked and his whole family is overweight. When asked why it wasn't 4, he said because he knows he is a capable person and can achieve things when he wants to E.g. at work.



You would then discuss how you can **work with him to improve the confidence** score? Create a collaborative team and discuss menu of options by asking what he finds helps him when he has achieved at work? Does he do better alone or in teams?