



Education:

To provide schooling for, to train by formal instruction and supervised practice especially in a skill, trade, or profession

...versus...

Counseling:

The professional guidance of the individual by utilizing psychological methods especially in collecting case history data, using various techniques of the personal interview and testing interests and aptitude

You have to develop your own style. Consider and practice ideas that follow:

- Effective nutrition counselors provide the tools to help clients begin to solve his/her own food issue by assessing the client's current dietary behavior and establishing realistic goals for change.
- Point out the positive aspects of what he/she is currently doing and then make recommendations for improvement. Break down the changes that need to be made into small steps. Emphasize personal choice, develop a contract, together identify barriers and ask the benefits of "what if it was possible to change?"
- Be matter-of-fact and non-judgmental. At the initial meeting stop and ask questions don't jump in there to "fix it". Ask what do you eat on a "good day" and on a "bad day"? What makes for a bad day? What do you consider your natural weight? What is preventing you from being at your natural weight?

The following concepts are important for you to consider in helping individuals change a behavior:

- ✓ People make changes when they are ready.
- ✓ The style of the counselor and the message is determinant of resistance and denial and is also a motivator in persons who want to make change.
- ✓ People cycle through different phases of changing and maintaining dietary modifications.
- ✓ Different interventions are needed for people in different phases of motivation.
- ✓ Resistance and denial get in the way of meeting behavioral goals.

Strategies to help you identify the truth, barriers, and resistance to change:

(This is best done with a person who has personal insight and is willing to communicate)

- ✓ Ask open-ended questions
- ✓ Use reflective listening
- ✓ Use affirming and normalization

Important principles to follow when working with people who want to change behavior:

- Express empathy
- Understand the person's cultural beliefs (ok to ask if you are unsure)
- Develop discrepancy
- Avoid arguments or defensiveness
- Roll with resistance
- Support self-efficacy

Not-Ready-to-Change Counseling Sessions: 3 goals of session

Help the person be able to consider change

Identify and reduce the patient's resistance and barriers to change

Identify behavioral steps toward change that are useful to patient

Unsure-about-Change Counseling Sessions:

(Discuss thoughts and feelings about current eating/physical activity)

- ✓ What are some of the things you like about the way you currently eat?
- ✓ What concerns you about your current eating habits?
- ✓ What are some good things about making a change in what you are eating (or how you are exercising)?
- ✓ What will be not so good about making a change in what you are eating (or how much you are exercising)?

Do you want to get better at counseling others? I realize you have many things to do and think about each day. What would be the benefit to you to do the following assignment?

When you are ready....

Counseling terms to look up, describe:

Cite references for where you found the definitions, and report in class:

Affirming:

Alignment:

Ambivalence:

Cognitive-behavioral therapy:

Discrepancy:

Double-sided reflection:

Negotiation:

Normalization:

Reflective Listening:

Reframing:

Self-efficacy:

Self-management:

Social marketing: