

## Handout 5-5: Illustrated Steps in the Process of Negotiated Behavior Change

This handout includes two sets of illustrations: one depicting two men chatting and the other depicting two women chatting. Both sets are placed in order of the eight steps of Negotiated Behavior Change.

<p><b>1</b></p>  <p><b>Greet</b> the person and establish confidence.</p>	<p><b>2</b></p>  <p><b>Ask</b> the person about current practices.</p>
<p><b>3</b></p>  <p><b>Listen</b> to the person.</p>	<p><b>4</b></p>  <p><b>Identify</b> barriers and a next best practice that the person can try.</p>
<p><b>5</b></p>  <p><b>Discuss</b> with the person different possible ways to overcome the obstacle.</p>	<p><b>6</b></p>  <p><b>Recommend and Negotiate</b> ways to overcome the barriers and practice an intermediate behavior.</p>
<p><b>7</b></p>  <p>Gain <b>Agreement</b> of the person to try the recommendation.</p>	<p><b>8</b></p>  <p>Make an <b>Appointment</b> for the follow-up visit.</p>

1



**Greet** the person and establish confidence.

2



**Ask** the person about current practices.

3



**Listen** to the person.

4



**Identify** barriers and a next best practice that the person can try.

5



**Discuss** with the person different possible ways to overcome the obstacle.

6



**Recommend and Negotiate** ways to overcome the barriers and practice an intermediate behavior.

7



Gain **Agreement** of the person to try the recommendation.

8



Make an **Appointment** for the follow-up visit.