

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