

















## Handout 5-6: Steps in the Process of Negotiated Behavior Change

		<b>Greet</b> the person you are visiting in a friendly manner and introduce yourself to/greet the head of the household (if present). Ask if other members of the family are present who might need to participate in the discussion (influencing groups). If the farm is next to the home, ask if you can have the discussion while on the farm.
		<b>Ask</b> the person/people how things are going with current and new behaviors, with a focus on issues relevant to the program.
		<b>Listen</b> and reflect on what the other person is saying.
		<b>Identify</b> difficulties/barriers and select one to work on. <i>Optional Step:</i> If this is not the first home visit, review the key points of the last meeting, if relevant to the difficulties/barriers. If there are urgent issues (such as a sick child or pest outbreak), make these a priority.
		<b>Discuss</b> ways in which the person or people can overcome the difficulties.
		<b>Recommend</b> and <b>negotiate</b> doable actions and help select one option/action to try.
		The person <b>agrees</b> to try one or more of the options and repeats the agreed-upon action.
		Make an <b>appointment</b> for the follow-up visit. Congratulate the person on their good work, thank them for making time to talk with you, and remind them when you will be coming back for a follow-up visit.