

"Motivational Strategies That Work"

EFNEP/FNP Inservice

June 13 & June 14

Pre Test/ Post Test

1. Motivation is best described as:
  - a. A 'source of energy' found within a person
  - b. A way to account for differences in behavior from one person to the next
  - c. A function incentives, goals
  - d. A 'probability' (chance) that a behavior will occur
  
2. True or False  
As a helper, you play a role in determining your client's motivation.
  
3. Which of the following is NOT a characteristic of a person in the Contemplation Stage of Change?
  - a. Aware of pros and cons of proposed behavior change
  - b. Usually uninformed or under-informed about consequences of behavior change
  - c. Feels ambivalent (one part says 'yes,' the other part says 'no') when thinking about behavior change
  - d. Seen as being a behavioral 'procrastinator'
  
4. Which of the following is the 'helper's task' when working with a person in the precontemplation stage?
  - a. Tip the balance...help person to understand the reasons for change and identify risks for not changing
  - b. Set goals...help person to take concrete steps toward change
  - c. Identify options...help person to determine best course of action to take in seeking change
  - d. Raise doubt...increase the person's perception of risks and problems with current behavior
  
5. True or False  
If a person takes 'action' to change a behavior before making a personal decision or commitment to change that behavior, it is likely that the change will NOT be maintained.
  
6. Martin asked a member of the group he was working with, "What causes you to eat the way you do?" followed by "Do you think your health is affected by how you eat?" Which of the following strategies is Martin trying to use to help motivate members of his group?
  - a. Practicing EMPATHY
  - b. Removing BARRIERS
  - c. Decreasing DESIRABILITY
  - d. Providing FEEDBACK

7. Consider the following interaction:

Client: I worry sometimes that I may be eating too much for my own good.

Helper: You've been eating quite a bit.

Client: I don't really feel like it's that much. I can eat a lot and not seem full.

Helper: More than most people.

Client: Yes. I eat more than most people.

Helper: And that concerns you

Client: Well...yes...and how I feel. I've been getting short of breath more frequently..

This is an example of a helper using the strategy of \_\_\_\_\_ to help a client 'build' their motivation to change.

- a. Summarization
  - b. Affirmation
  - c. Reflective listening
  - d. Eliciting self-motivational statements
8. True or False  
To help strengthen a client's commitment to change, helpers are advised to eagerly offer a plan or suggestion to others without reservation even when unsolicited.
9. Which of the following questions is likely to help a person recognize that they have a problem (i.e. "I guess this is serious.")
- a. What things make you think that this is a problem?
  - b. What difficulties have you had in relation to your overeating?
  - c. In what ways have you or others been harmed by your unhealthy eating?
  - d. All of the above
10. Gloria, Maria and Dalijah want to attend your nutrition classes but have not been able to because of the lack of childcare. You consult with the local college and find Early Childhood Majors who are eligible and interested in providing childcare, to watch Gloria, Maria and Dalijah's children so they can attend classes. This is an example of a motivational strategy called:
- a. Affirmation
  - b. Decreasing DESIRABILITY
  - c. Removing BARRIERS
  - d. Clarifying GOALS