Current methods utilised by physiotherapists to optimize motivation and elicit health behaviour change

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Background

Changing healthcare environment

Lifestyle-related conditions

Moving away from treating illness to promoting health

What is the evidence base for motivation?

Motivational interviewing

Self-determination theory

Social cognitive theory

Cognitive behavioural therapy

What do physiotherapists do currently?
Aims and objectives

- To obtain the views of physiotherapists on motivation and HBC
- To explore HBC and motivation methods and techniques currently utilised
- To identify levels of knowledge on HBC and motivation interventions and strategies
Methods

Sequential exploratory mixed methods approach

Stage 1 – Qualitative
- Focus groups
- Qualitative descriptive design

Stage 2 – Quantitative
- Cross-sectional online survey
- Profession wide
## Results – Sample demographics

<table>
<thead>
<tr>
<th>Demographics</th>
<th>Focus Groups</th>
<th>Survey Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(n=42)</td>
<td>(n=562)</td>
</tr>
<tr>
<td>Average years qualified</td>
<td>11.6</td>
<td>13.5</td>
</tr>
<tr>
<td>Range years qualified</td>
<td>2-38</td>
<td>1-44</td>
</tr>
<tr>
<td><strong>Highest qualification achieved</strong></td>
<td>n=</td>
<td>%</td>
</tr>
<tr>
<td>Diploma</td>
<td>1</td>
<td>2.4</td>
</tr>
<tr>
<td>Bachelor</td>
<td>24</td>
<td>57.1</td>
</tr>
<tr>
<td>Higher Diploma (Post-graduate)</td>
<td>4</td>
<td>9.5</td>
</tr>
<tr>
<td>Masters or higher</td>
<td>13</td>
<td>31</td>
</tr>
</tbody>
</table>
Focus Group Results – *Themes*

<table>
<thead>
<tr>
<th>Themes</th>
<th>1. Factors influencing motivation</th>
<th>2. Strategies currently used to optimise adherence</th>
<th>3. Frustration with regards to non-adherence</th>
<th>4. Education</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sub-themes</strong></td>
<td>Health</td>
<td>Established methods</td>
<td>Frustrations with time</td>
<td>Importance</td>
</tr>
<tr>
<td></td>
<td>Differences among individuals</td>
<td>Appropriate methods</td>
<td>Frustrations with the multi-disciplinary team</td>
<td>Clinical experience</td>
</tr>
<tr>
<td></td>
<td>Expectations for physiotherapy</td>
<td>Coercive methods</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Financial/Legal</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Enjoyment</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Survey Results

95.4% agreed that motivational strategies were ‘important or ‘very important’ for their practice

98.2% agreed that motivational strategies were ‘important of very important’ for physiotherapy
Survey Results – *Strategies*

How do you currently motivate your patients to optimise their exercise, physical activity and rehabilitation?

- Through patient education
- By individual goal setting
- Involving family and friends
- Involving other multi-disciplinary team members
- Use of group work
- Explaining negative consequences of non-adherence
- Providing ultimatum
- Bargaining
- Pressure
- Warning individual that non-adherence will be reported to family
- Warning individual that non-adherence will be reported to MDT
- Finding something they enjoy and incorporate it into treatment
- Providing realistic outcome expectations
- Identifying barriers
- Building self-efficacy
- Promoting autonomy
- I do not include motivational strategies in my interventions
- Other

Legend:
- Established methods
- Coercive methods
- Apropriate methods
- Other
Survey Results – *Knowledge*

How important are the following for motivation?

- **The patient's self-efficacy**: 50.2% Important, 25.6% Neutral, 13.7% Not important at all, 6.1% Not important
- **Planning and involving the patient in the process**: 73.5% Important, 38.1% Neutral, 13.7% Not important at all, 6.1% Not important
- **The patient feeling empathy from the physiotherapist**: 46.4% Important, 46.4% Neutral, 6.1% Not important at all, 6.1% Not important
- **Realistic outcome expectations**: 49.1% Important, 44.6% Neutral, 6.1% Not important at all, 6.1% Not important
- **The patient's autonomy**: 49.1% Important, 44.6% Neutral, 6.1% Not important at all, 6.1% Not important
Survey Results – **Strategies**

How do you currently motivate your patients to optimise their exercise, physical activity and rehabilitation?

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- Building self-efficacy
- Promoting autonomy
- I do not include motivational strategies in my interventions
- Other
Survey Results – Knowledge

Are you aware of:

- Motivational Interviewing?
  - Yes: 58%
  - No: 42%

- Self-determination Theory?
  - Yes: 24%
  - No: 76%

- Social Cognitive Theory?
  - Yes: 27%
  - No: 73%

- Cognitive Behavioural Therapy?
  - Yes: 96%
  - No: 4%
Survey Results – *Frustration*

Please indicate how you feel about these statements:

<table>
<thead>
<tr>
<th>Statement</th>
<th>Strongly disagree</th>
<th>Disagree</th>
<th>Neither</th>
<th>Agree</th>
<th>Strongly Agree</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unmotivated patients frustrate me</td>
<td>3.4%</td>
<td>16.9%</td>
<td>21.2%</td>
<td>52%</td>
<td>6.4%</td>
</tr>
<tr>
<td>Unmotivated patients impact on my job satisfaction</td>
<td>3.9%</td>
<td>23.9%</td>
<td>24.5%</td>
<td>42.3%</td>
<td>6.4%</td>
</tr>
<tr>
<td>My inability to motivate patients frustrates me</td>
<td>6.4%</td>
<td>5.4%</td>
<td>3.9%</td>
<td>36.8%</td>
<td>4.3%</td>
</tr>
<tr>
<td>My inability to motivate patients impacts on my job satisfaction</td>
<td>7.7%</td>
<td>30.3%</td>
<td>24.1%</td>
<td>33.6%</td>
<td></td>
</tr>
</tbody>
</table>

n=561, n=560, n=560, n=557

Strongly disagree, Disagree, Neither, Agree, Strongly Agree.
Survey Results – *Education*

When, in your opinion, would education on motivational interventions be most appropriate?

- **Before any clinical placements**: 30%
- **As part of clinical placement**: 37.9%
- **After one or more clinical placements**: 47.5%
- **After completion of all clinical placements**: 5.5%
Conclusion

• Important to profession

• Sample includes a diversity of opinion and broad range of viewpoints

• Variety of motivational techniques currently in use
  o Evidence-based methods not the most common
  o Coercive methods in use

• Area of frustration

• Knowledge of the importance of planning, self-efficacy, realistic outcome expectations, autonomy and empathy are high
Implications for practice

• Methods require change to incorporate evidence-based methods & to eliminate use of coercive, informational and expert power

• Need for the provision of education
Thank You