

## **Training package: Effective communication skills for behaviour change**

### **Overview**

Good communication skills are essential for the success of any programme that aims to engage with a diverse audience to change or maintain behaviour. This 2-part training will enable the learner to understand client engagement in services, and how to support behavior change using motivational interviewing, health coaching and behavior change theory.

### **Aim of training**

These practical workshops aim to increase knowledge and confidence to engage with people and motivate them to take greater responsibility for their health and adopt healthier lifestyles.

### **Learning Outcomes**

**By the end of these sessions the learner will:**

#### **Initial training workshop (one/two days)**

- Understand the determinants of behaviour, principles of behaviour change and self-management as applied to physical activity
- Develop a behavioural diagnosis using COM-B
- Develop skills in Motivational Interviewing in relation to engagement, empathy, agenda setting, identifying and agreeing targets/goals, exploring barriers and facilitators to change and developing action plans
- Build and deliver a consultation using the GROW health coaching model

#### **Booster training workshop (full or half-day)**

- Reflect on progress in putting training into practice
- Understand disengagement and relapse prevention
- Develop skills in reviewing behaviour change actions, further exploring barriers and facilitators to change and action planning for continuing self-management

### **Cost options**

**Ideal package = 2-day workshop (£3,600); one-day booster (£1,400)**

- Cost for 3 days together = £4,900 (up to 20 people) or £330 per person (minimum 15)
- **Optional ongoing half-day boosters at £800**
- Will provide initial knowledge and skill development and reflections alongside boosters to reinforce skill development and overcome challenges in delivery.

### **Other options:**

- Two-hour introduction seminar/workshop (cost: £600 – minimal skill development - up to 60 people).
- Half-day or evening (cost: £1,200 [up to 20 people] or £85 per person; minimum 15).
- One-day workshop (cost: £2,400 [up to 20 people] or £165 per person; min 15).
- Two-day workshop (cost: £3,600 [up to 20 people] or £240 per person; min 15).

### **Boosters:**

- One-day booster (4 weeks later) for skill development (cost: £1,400 [up to 20 people] or £95 per person; minimum 15).
- Half-day/evening booster (4 weeks later) for skill development (cost: £800 [up to 20 people] or £55 per person; minimum 15).
- Mentoring and supervision (cost: £150 per hour; individual or groups up to 6)

Free e-learning and pre-training preparation: <https://learning.bmj.com/learning/module-intro/motivational-interviewing.html?moduleId=10051582>

**For more information and bookings e-mail: [sepiahealth.info@gmail.com](mailto:sepiahealth.info@gmail.com)**



**SEPIA Health – Specialised Education for Professionals in Applied Health** is a company that focuses on education and training in the area of behaviour change.

### **Lead Trainer Biography**

Dr Angel Chater is a Chartered Psychologist and Associate Fellow of the British Psychological Society (BPS) and a Registered Health Psychologist and Sport and Exercise Psychologist with the Health and Care Professions Council (HCPC). She is a Reader in Health Psychology and Behaviour Change at the University of Bedfordshire (UoB) and an Associate of University College London Centre for Behaviour Change (UCL CBC). She is also an experienced Health Coach in private practice and the founder of SEPIA Health, a company that Specialises in the Education for Professionals in Applied Health.

Angel has been delivering training in motivational interviewing, health coaching and behaviour change for the last 15 years, schooled by experts such as Professors Stephen Rollnick (motivational interviewing) and Susan Michie (Behaviour Change Wheel and COM-B). External consultancy clients include; the Health Education North Central East London (HENCEL) Local Education and Training Board, London and Herts CCGs, Cambridgeshire County Council, Public Health England, Behavioural Science and Public Health Network, Centre for Postgraduate Pharmacy Education, Sport England, Herts Sport Partnership, Team Beds and Luton County Sport Partnership, Hertfordshire County Council, Central Bedfordshire Council, Luton Borough Council and Active Luton, alongside training within the institutions of UoB, UCL, Kings College London, the University of West London (UWL), Roehampton University and Bath University.

Angel has a keen interest in subjective wellbeing, health promotion and disease prevention with a focus on behaviour change interventions, most specifically drawing on positive psychology for weight management and physical activity enhancement. Her PhD used an intervention design to understand and change the psycho-social determinants of young people's healthy eating, physical activity and substance use behaviours.