



MOTIVATION TOOLS
THE BOX

THE BOX

1/2

1 BENEFITS OF NO ACTION	2 COSTS OF NO ACTION
3 THE POTENTIAL COSTS OF TAKING ACTION	4 THE POTENTIAL BENEFITS OF TAKING ACTION

Jørgensen, S.V., Hansen, H.V., Hesso, I.B., Lauritsen, J.B., Madelung, S. & Tønnesen, H. (2003). *Operation - Complications are preventable*; Copenhagen, International Health Promoting Hospitals & Health Services, Bispebjerg Hospital.

The “Box” is used in combination with the “Line” primarily for two reasons: To make the patient aware of his own positive and negative thoughts about hearing loss and to give you a picture of how motivated the patient is. At the same time, pros and cons of continuing the status quo or changing the behavior become apparent to the patient.

It is important that the patient fills out the “Box” himself. Afterward, you can assist the patient by asking follow-up questions and encouraging him to elaborate.

On the following page you can see an example of how to elaborate on the response you may get from the patient.

1 BENEFITS OF NO ACTION

No need to hear anymore than I do now!

Are there any situations you avoid because of your hearing difficulties?

Have you considered that your communication partners may be unhappy or dissatisfied because you miss out on things?

I do not have a hearing problem!

You never find that people mumble?

Have you experienced any situations in which it is difficult to hear?

2 COSTS OF NO ACTION

I can't really think of any

You never feel exhausted when you are in group contexts?

Would your communication partners agree to that?

I will feel excluded from social contexts

In which situations do you feel excluded?

I might lose my job!

Is it only in job situations that you have hearing problems?

3 THE POTENTIAL COSTS OF TAKING ACTION

Hearing aids whistle!

Have you experienced that?

Other people might not like me because hearing aids are unattractive!

What do you think when you see other hearing aid users?

Have you considered that the relationship to other people might suffer if you can't hear them or you misunderstand them?

4 THE POTENTIAL BENEFITS OF TAKING ACTION

I can participate more

It will be less tiring for me if I don't have to pretend that I know what people are talking about

It will help me keep my job

There will be less conflicts in the family

Acknowledge the response and ask if there are any other benefits – get as many benefits as possible on the list to keep the motivation



idainstitute

Egebaekvej 98
DK-2850 Naerum
Denmark
Tel: +45 70 22 72 17
E-mail: contact@idainstitute.dk
www.idainstitute.com

© Ida Institute 2009

The Ida Institute is an independent, non-profit institute supported by an unrestricted educational grant from the Oticon Foundation.