What’s in Your Toolkit?
Changing the Oral Health Conversation with Families
ASTDD Early Childhood Committee
National Oral Health Conference
April 20, 2016
When you leave today, you will be able to:

• Review the basic concepts of Motivational Interviewing
• Engage families in effective oral health conversations
• Assist families with oral health goal setting
• Recognize opportunities to integrate oral health within communities
Where are we now?
Authoritative-style of providing oral health education

- Directing conversation
- Delivering information
- Persuading
- Assuming people will change their behavior because it is sensible, logical or required
What might authoritative style oral health conversation sound like?
If you were the parent:

What are you thinking?
What are you feeling?
What are you inspired to do next?
If you were providing this health education:

What are you thinking?
What are you feeling?
What are you inspired to do next?
Sometimes we have to change what we do to get parents to change what they do.
Changing the Conversation

Motivational Interviewing + Oral Health Knowledge = Behavior Change
Motivational Interviewing Basics
Why MI?

Because it Works!
What is the definition of MI?

“... a collaborative, person-centered form of guiding to elicit and strengthen motivation for change.”

Miller and Rollnick, 2009
Autonomy

Partner with families
Recognize parent as the decision maker

Both bring a level of expertise to the conversation.

- Educator - topic content knowledge
- Parents - what works best for their family
Motivational Interviewing

- Guiding conversation
- Actively listening
- Collaborating
- Goal oriented

Authoritative Education Style

- Directing conversation
- Delivering information
- Persuading
- Assuming people will change their behavior because it is sensible, logical or required
Ambivalence

Developing Discrepancy

Goals
Pro

Behavior
Con
Starting the Oral Health Conversation
MA: Four basic skills

Open-ended questions
“What would you like for the health of your child’s mouth?”

Affirmations
“Brushing your child’s teeth before bed is a great goal.”

Reflective listening
“Changing a routine can be tricky.”

Summarizing
“Let me make sure I haven’t missed anything.”
Ask permission

*Before offering advice:*

1. Assess parent’s needs
2. Ask permission to offer advice or suggestions
What does an MI influenced oral health conversation sound like?
If you are the parent/provider:

What are you thinking?
What are you feeling?
What are you inspired to do next?
Activity

Do you have a good job?

Do you like pizza?
Setting Oral Health Goals with Families
Focusing commitment to change

It sounds like you are interested in helping your child have healthier teeth.

Examples:

- What changes are you thinking about making?
- Where do we go from here?
- What do you want to do at this point?
- How would you like things to turn out?
- Is there anything you’d like to do for your child’s oral health in the next week or two?
Change talk

If you take the “reason for change” side of a discussion, the parent is left with the side of “opposing change”
Goal setting

“I have tool that some parents find helpful for deciding on (or recording) their goal. Is this something you would consider using?”
Assessing importance & confidence

If you were to decide to make this change, on a scale of 1-10:

• How important is it?
• How confident are you?

Follow each response with:
• Why are you at x and not a 1?
• What would have to happen for you to go from x to y?
What might an oral health goal setting conversation sound like?
Activity

1. Assess parent’s readiness for change
2. Choose one goal
3. Guide with strategies
4. Assess importance and confidence
5. Summarize
Introducing Oral Health into Communities
## Applying MI

### Training of Head Start home visitors

<table>
<thead>
<tr>
<th>Skill</th>
<th>% Very or Completely Confident Before</th>
<th>% Very or Completely Confident After</th>
<th>P-value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advising parents/caregivers about children’s oral hygiene (n=125)</td>
<td>44</td>
<td>90</td>
<td>≤0.001</td>
</tr>
<tr>
<td>Advising parents/caregivers about dental visits for their child (n=123)</td>
<td>56</td>
<td>94</td>
<td>≤0.001</td>
</tr>
<tr>
<td>Advising parents/caregivers about the use of fluoride (n=124)</td>
<td>34</td>
<td>89</td>
<td>≤0.001</td>
</tr>
<tr>
<td>Advise a pregnant woman about her oral health (n=124)</td>
<td>40</td>
<td>87</td>
<td>≤0.001</td>
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12 oral health messages

- Magnets in English & Spanish
- One page modules for each message
  - Healthy literacy friendly
  - Nepali & Tongan translations completed
Thinking outside the box

- Early Intervention Programs/Baby Watch
  - Home Visitor, PT, OT, Speech Pathologist, etc.
- Head Start/Early Head Start
- Home Visiting
- WIC
- Office of Health Disparities
More collaboration

- Childcare Licensing
  - Presented to staff
- Indian Health Services
  - Culturally sensitive photos
  - Voice over in 4 native languages
- Help Me Grow
- Refugees
Integrating MI

[Image of a dental office with children and a sign reading "Cavity Free Kansas"]

[Image of a flyer titled "KEEP YOUR CHILD CAVITY FREE"

[Image of a family travel journal titled "All Aboard the CAVITY FREE EXPRESS!"]

Who went on this trip?

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
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Our favorite parts of the trip:

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Things I choose to do to keep my family cavity free:

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idea ➔ plan ➔ action
MI Resources

Caries Management by Risk Assessment - CAMBRA
http://www.cda.org/Portals/0/journal/journal_102007.pdf


Motivating parents to prevent caries in their young children: One year findings.

Motivating mother to prevent caries: Confirming the beneficial effect of counseling.

Motivational Interviewing in Health Care: Helping Patients Change Behavior (Book)
MI Resources: Webinars & Videos

Engaging Families Using Motivational Interviewing Strategies and Principles (webinar). 17th Annual Virtual Birth to Three Institute

Motivational Interviewing: Changing oral health behaviors to keep kids cavity free (webinar). Oral Health Kansas.
https://www.youtube.com/watch?v=xiPWwQfBcII

Motivational Interviewing Network of Trainers (website):
www.motivationalinterviewing.org

Tooth Talk (webinars): University of North Carolina
Tooth Talk Moments: https://vimeo.com/84873378
MI for Kids Healthy Smiles: https://vimeo.com/94031424
