

PLANNING



Planning and Implementing Change-Oriented Strategies

Implementing the Planned Change Process

The Office: Birthday Party Planning

The Office

Failing to plan...
is planning to fail

Agenda

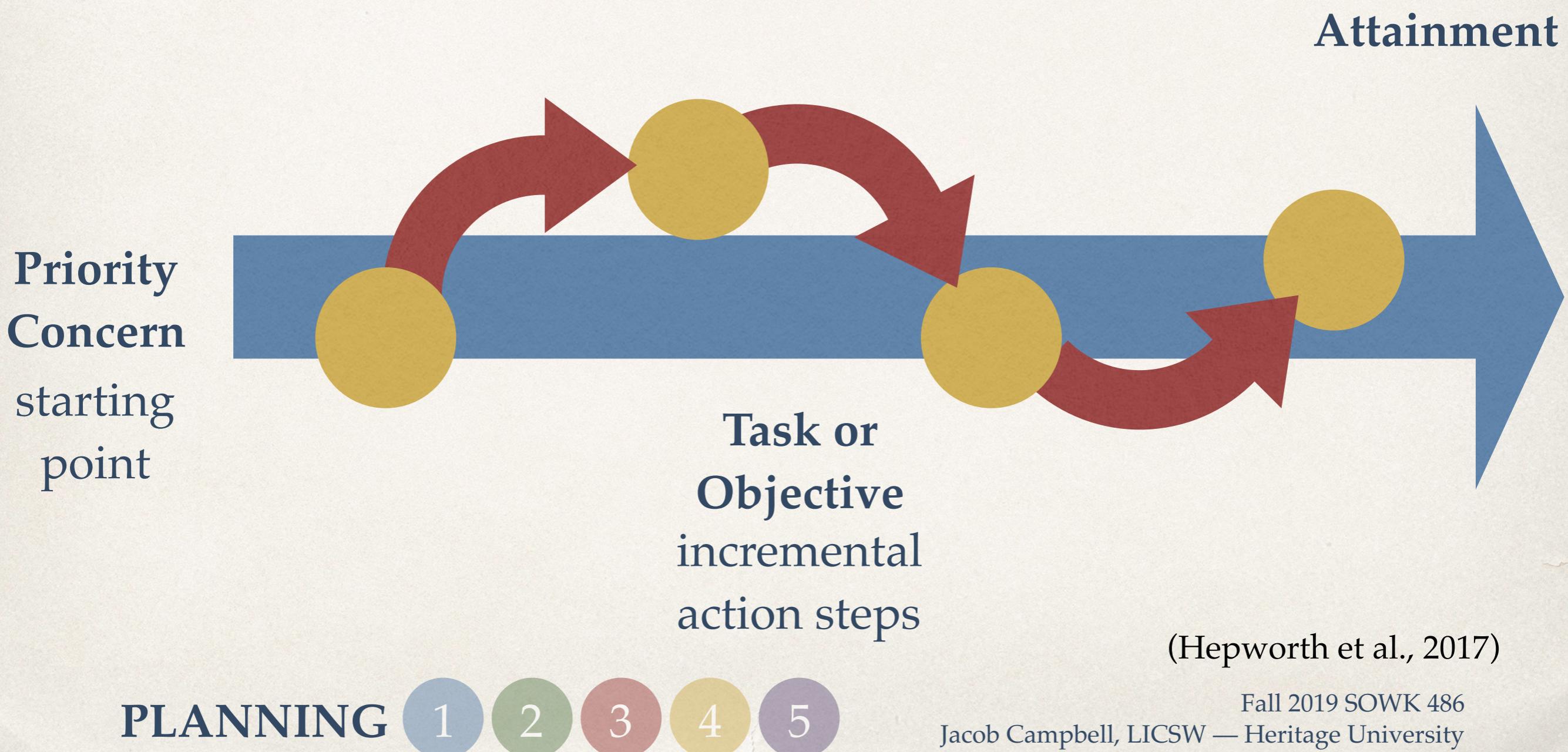
- ✿ Information about goals
- ✿ The 8 steps to planning
- ✿ Practice doing the planning process

Linkages in the Planned Change Process



(Hepworth et al., 2017)

Purpose and Function of Goals



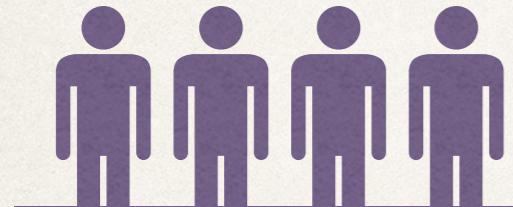
Factors Influencing Goal Development



(Hepworth et al., 2017)

Overt

Covert



shared

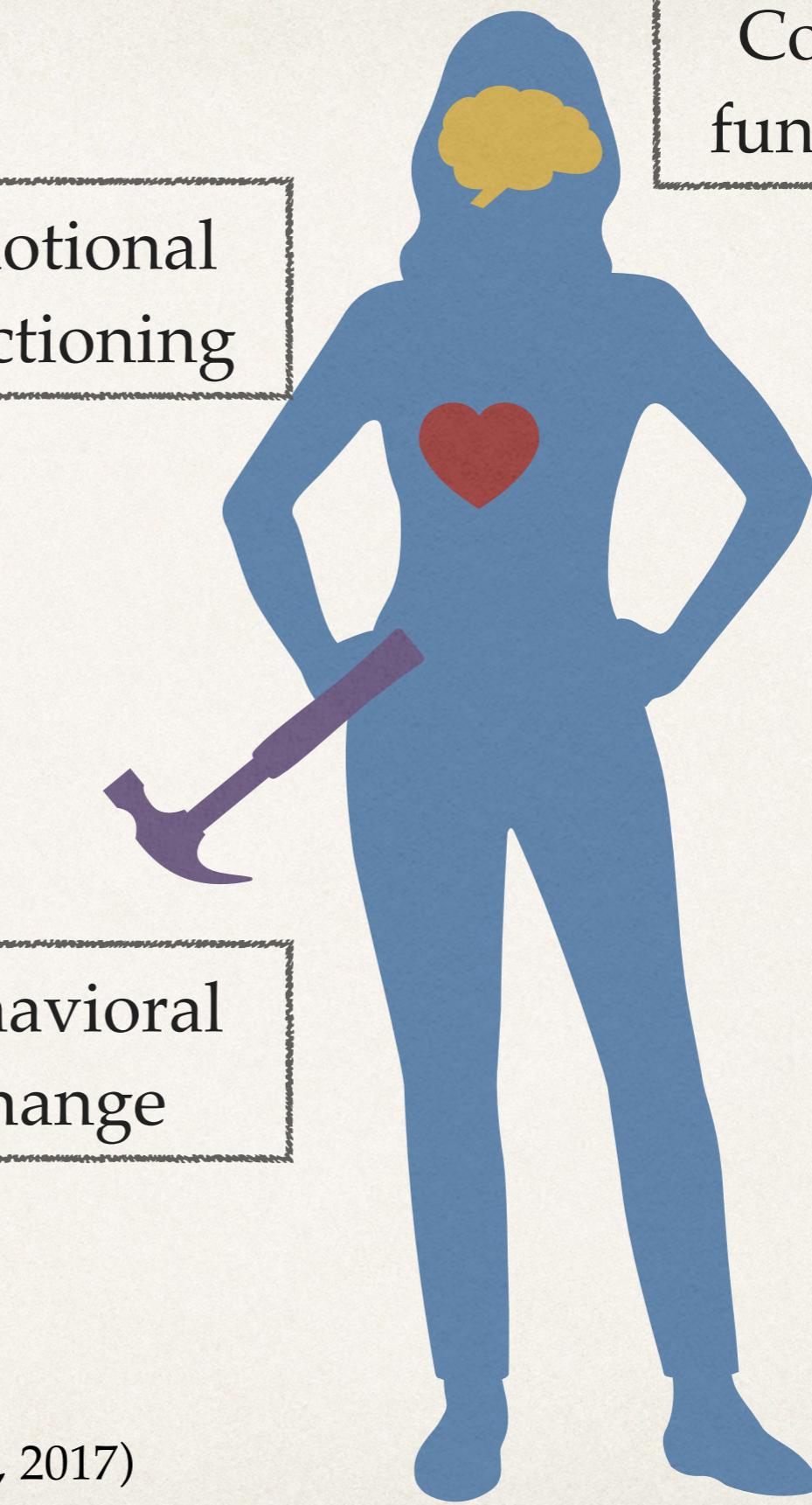


Reciprocal

(Hepworth et al., 2017)

Emotional
functioning

Cognitive
functioning

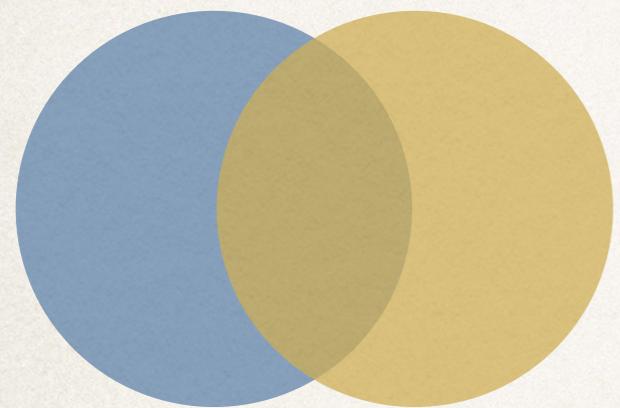


Behavioral
change

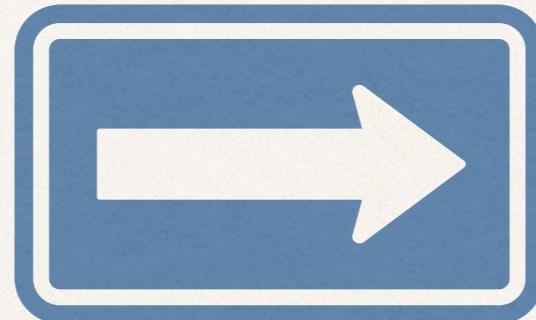
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1 2 3 4 5

Strategies for Developing Goals with Involuntary Clients



Motivational
Congruence



Agreeable Mandate



Getting Rid of
the Mandate



(Hepworth et al., 2017)

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Steps in the Planning Process

Work with your client

Prioritize Problems

Translate Problems into Needs

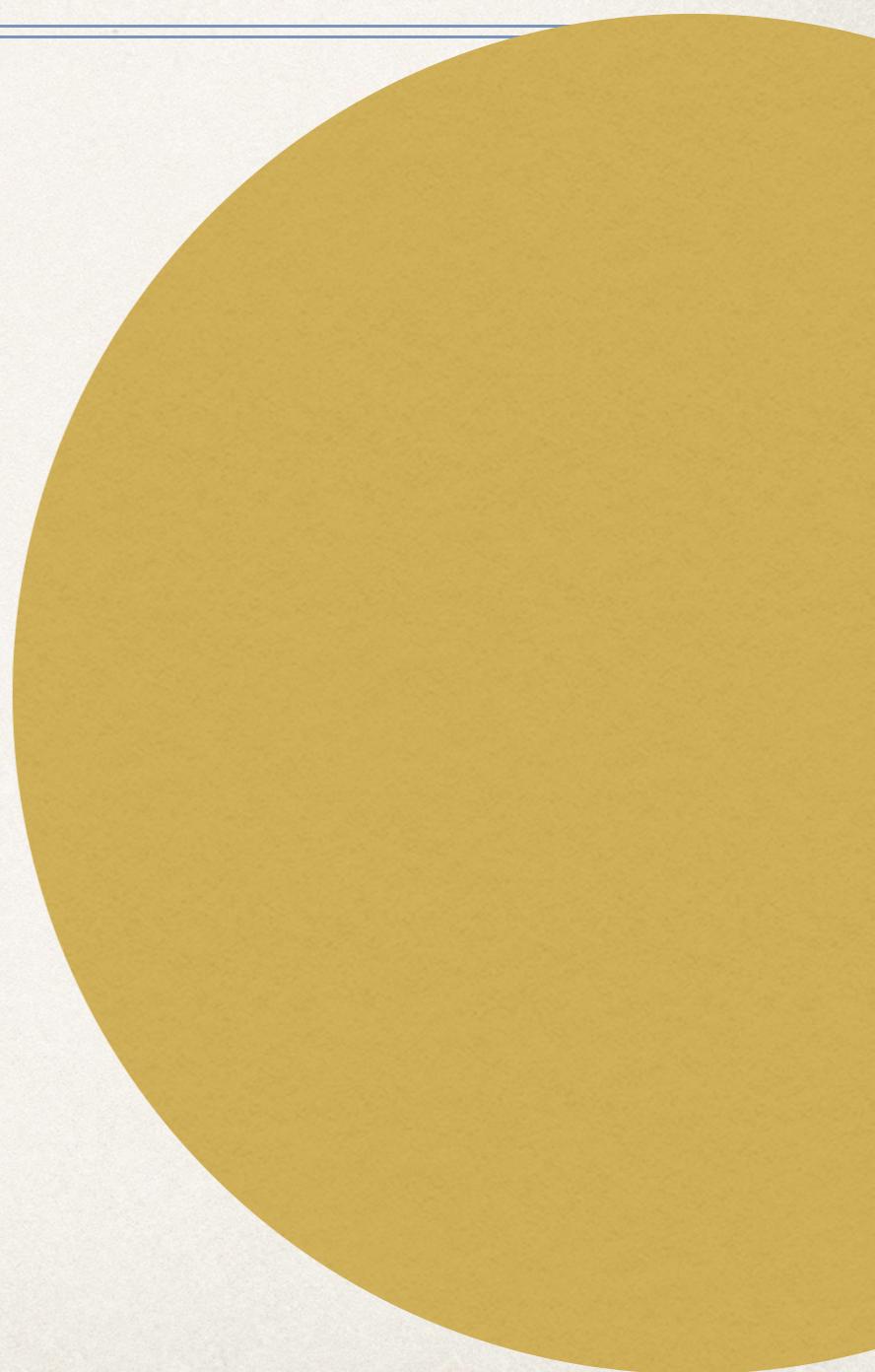
Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract



Steps in the Planning Process

- Creating Buy-in
- Developing self-efficacy

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

- Contemplating change
- Clearly understandable
- Realistic

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

S pecific

M easurable

A ttainable

R elevant

T ime-bound

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

1. Identify problems

Work with your client

2. Restate in behavioral terms

Prioritize Problems

3. Evaluate client priorities

Translate Problems into Needs

4. Develop an initial agreement

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

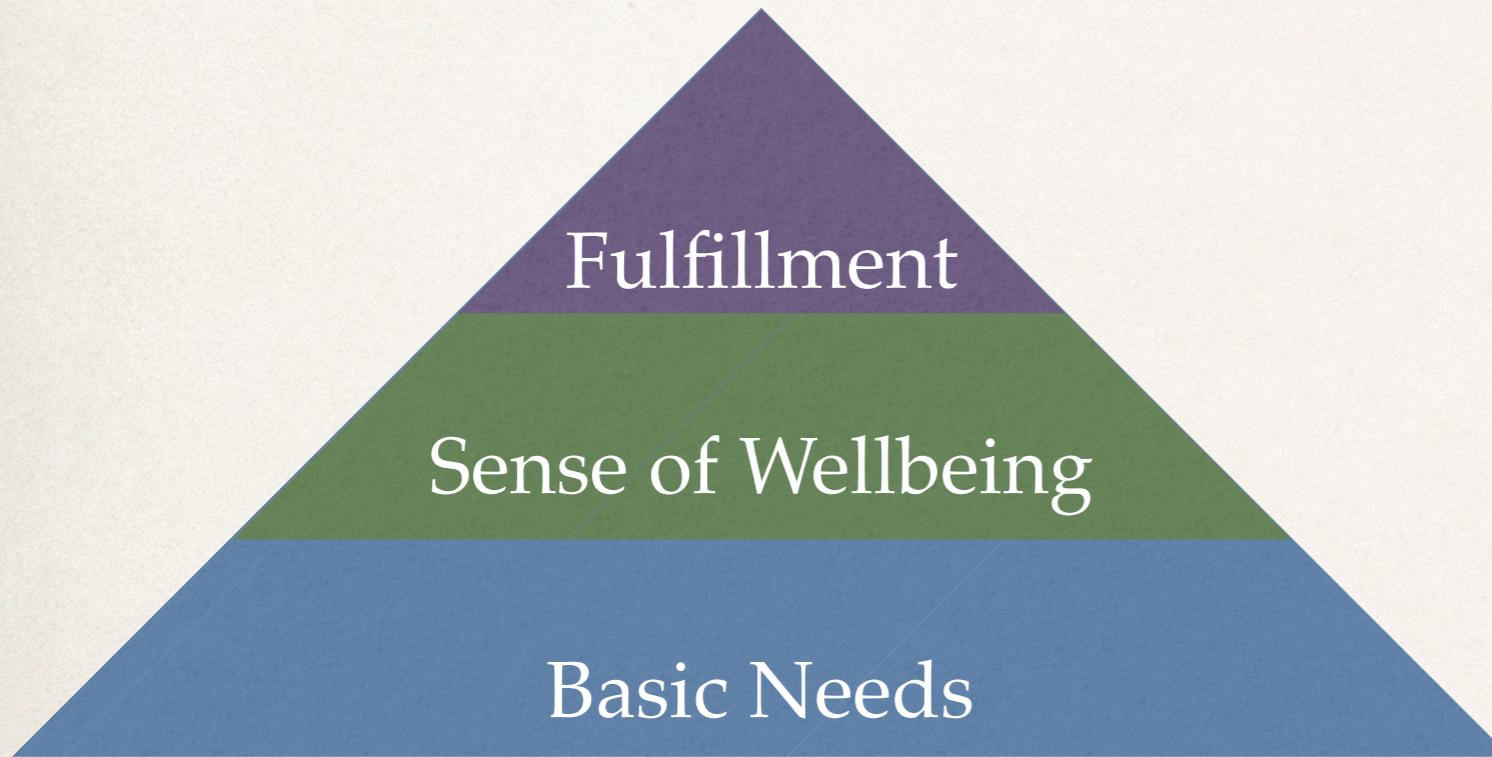
Specify Action Steps

Formalize a Contract

Steps in the Planning Process

- Interpersonal conflict
- Dissatisfaction in social relations
- Problems with formal organizations
- Problems in role performance
- Problems of social transition
- Psychological and behavior problems
- Inadequate resources
- Problems in decision making
- Cultural and religious conflicts

Steps in the Planning Process



Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

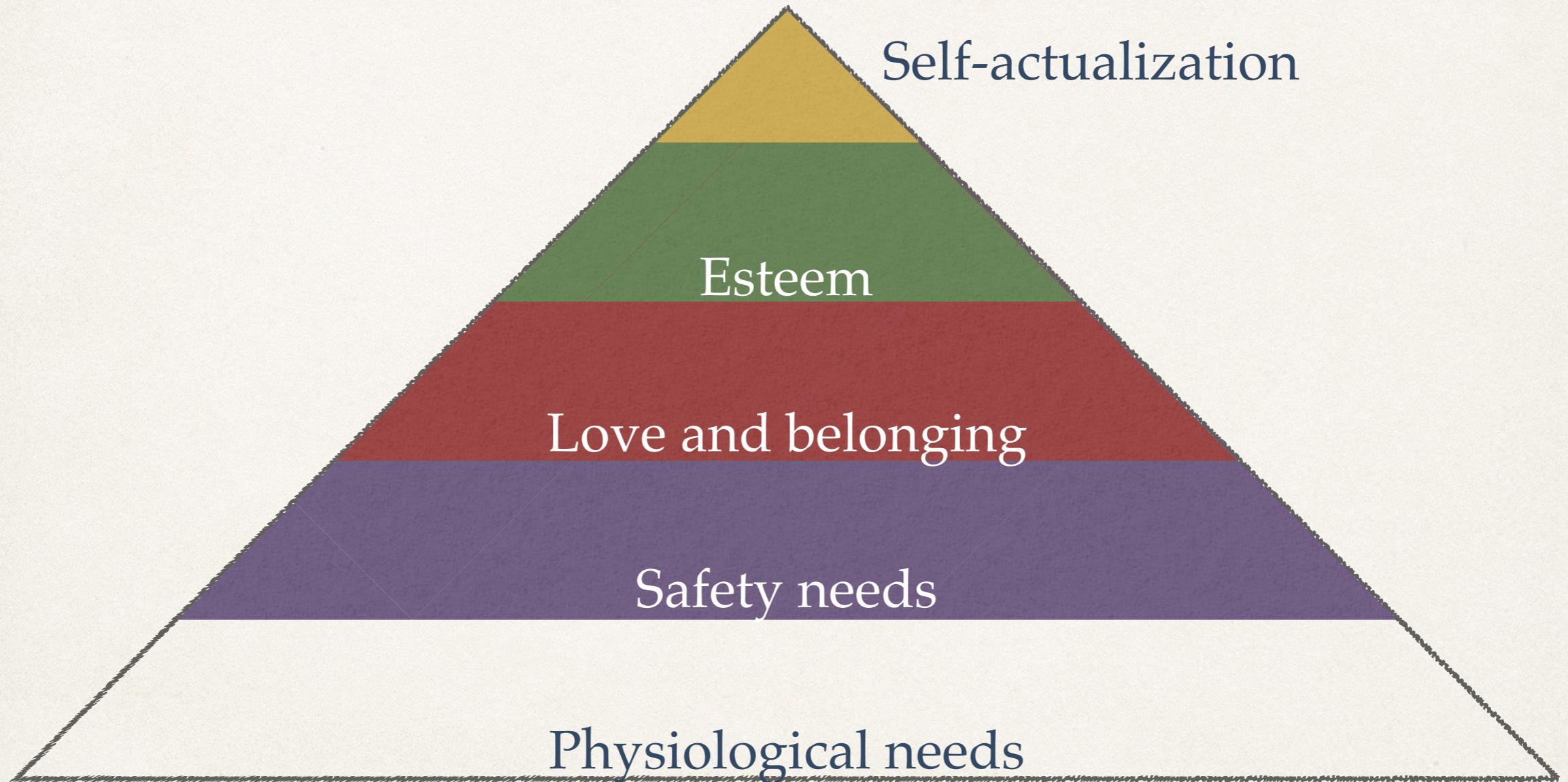
Establish Goals

Specify Objectives

Specify Action Steps

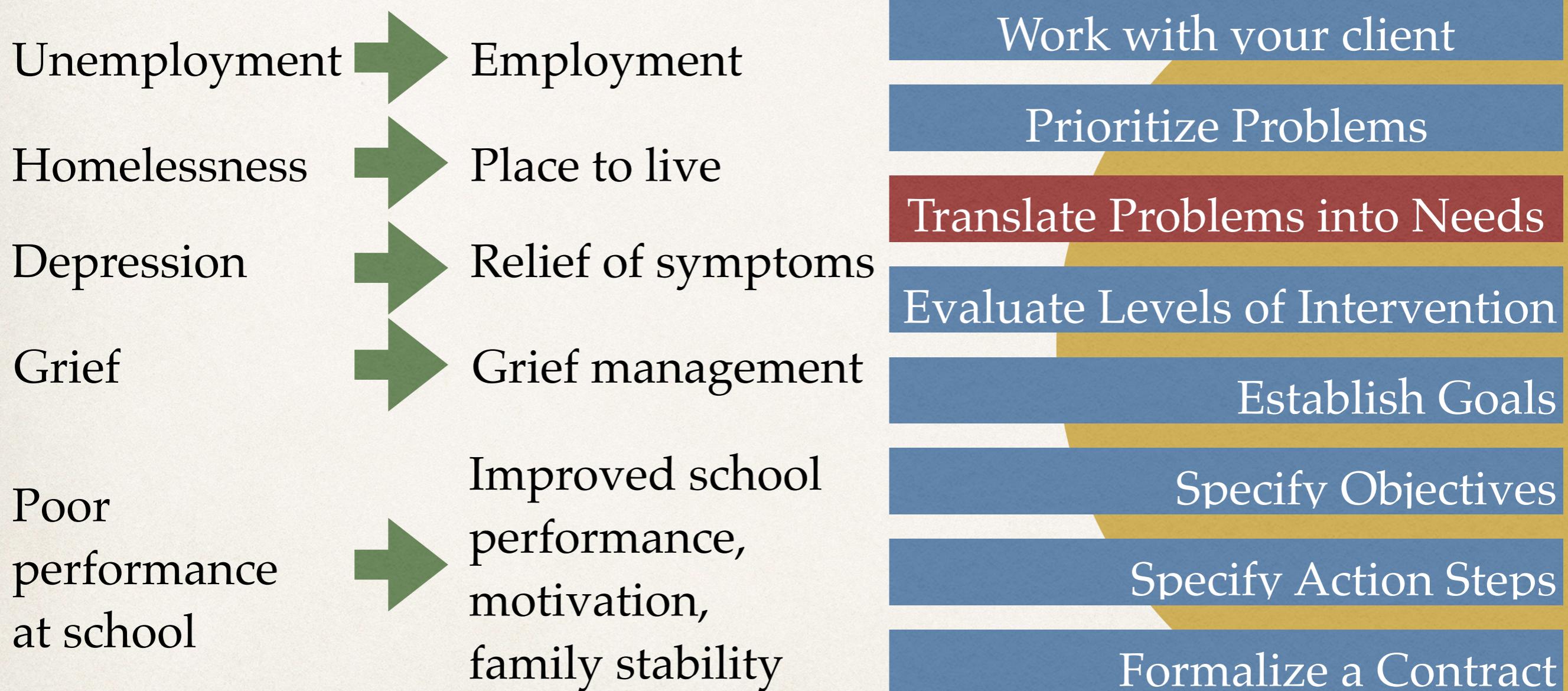
Formalize a Contract

Steps in the Planning Process



(Maslow, 1943)

Steps in the Planning Process



Steps in the Planning Process

1. Focus on selected areas

Work with your client

2. Review from levels of interaction

Prioritize Problems

3. Emphasize strengths

Translate Problems into Needs

4. Evaluate strategies

Evaluate Levels of Intervention

5. Make a decision

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

- Suggest nature of intervention
- Defined goals
- Clarify the purpose
- Broad statement

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

- Specific and measurable
- Clear
- Complete

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

- Who
- What
- When

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

- What will occur

Work with your client

- Built with collaboration

Prioritize Problems

- Contains all of the specifics
of the plan

Translate Problems into Needs

- Various formats

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

- Helps clients work on their problems
- Clients feel empowered
- Reminds them of their agreements and responsibilities
- Assist in monitoring and evaluating

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

- Written
- Oral
- Implicit

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract

Steps in the Planning Process

What does the end RESULT look like?

Work with your client

Prioritize Problems

Translate Problems into Needs

Evaluate Levels of Intervention

Establish Goals

Specify Objectives

Specify Action Steps

Formalize a Contract