



UNIVERSITÀ  
DEGLI STUDI DI MILANO-BICOCCA

## SYLLABUS DEL CORSO

### Behavioural Sciences, Communication Skills II

2425-2-H4102D013-H4102D040M

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#### Aims

Knowing the phases of the transtheoretical model of change and its application to clinical situations

Knowing how to describe the placebo effect in relational context and the mechanisms through which it acts.

Knowing the phases of the motivational interview; be able to recognize and use the principles of motivational interview in a simulated interview

#### Contents

Theoretical models of behavioral change in healthcare, The placebo effect in the care relationship, subjective illness perception, the transtheoretical model of change, the Motivational Interview

#### Detailed program

Definitions of placebo and nocebo effect both in relation to treatments and in relational terms; implications in the use of placebo for the relationship with the patient; different mechanisms through which the placebo and nocebo effect act.

The behavioral change in healthcare.

Basic principles of motivational interview; the transtheoretical model of change, the five phases of the model of change (precontemplation, contemplation, preparation, action, maintenance).

## **Prerequisites**

## **Teaching form**

The course is structured into five 2-hour lessons, with a frontal lecture in the first part. The subsequent part aims to involve students interactively through group discussions of professional situations, the compilation of questionnaires to reflect on one's professional approach (using wooclap), small group work, and role playing. All activities are carried out in presence.

## **Textbook and teaching resource**

In-depth and supplementary materials will be uploaded to the module's e-learning page (including videos, PDF documents, and presentations used in lessons).

## **Semester**

second term

## **Assessment method**

The final test measures the level of knowledge, the level of inductive and deductive reasoning, and problem solving ability.

It includes discussion of problems, analysis of clinical cases and open conceptual questions

The score will contribute to the overall evaluation of the integrated course

## **Office hours**

by appointment: [marco.bani1@unimib.it](mailto:marco.bani1@unimib.it)  
online or in presence (Building U38, 5° floor, room 5041)

## **Sustainable Development Goals**

GOOD HEALTH AND WELL-BEING | QUALITY EDUCATION | GENDER EQUALITY | REDUCED INEQUALITIES

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