

Salutogenic Communication to Stimulate Healthy Coherence Regulation

Health Promotion Research – An International Forum
,Best practice to salutogenic societies‘ Trondheim, 9.8.12

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www.salutogenese-dachverband.de

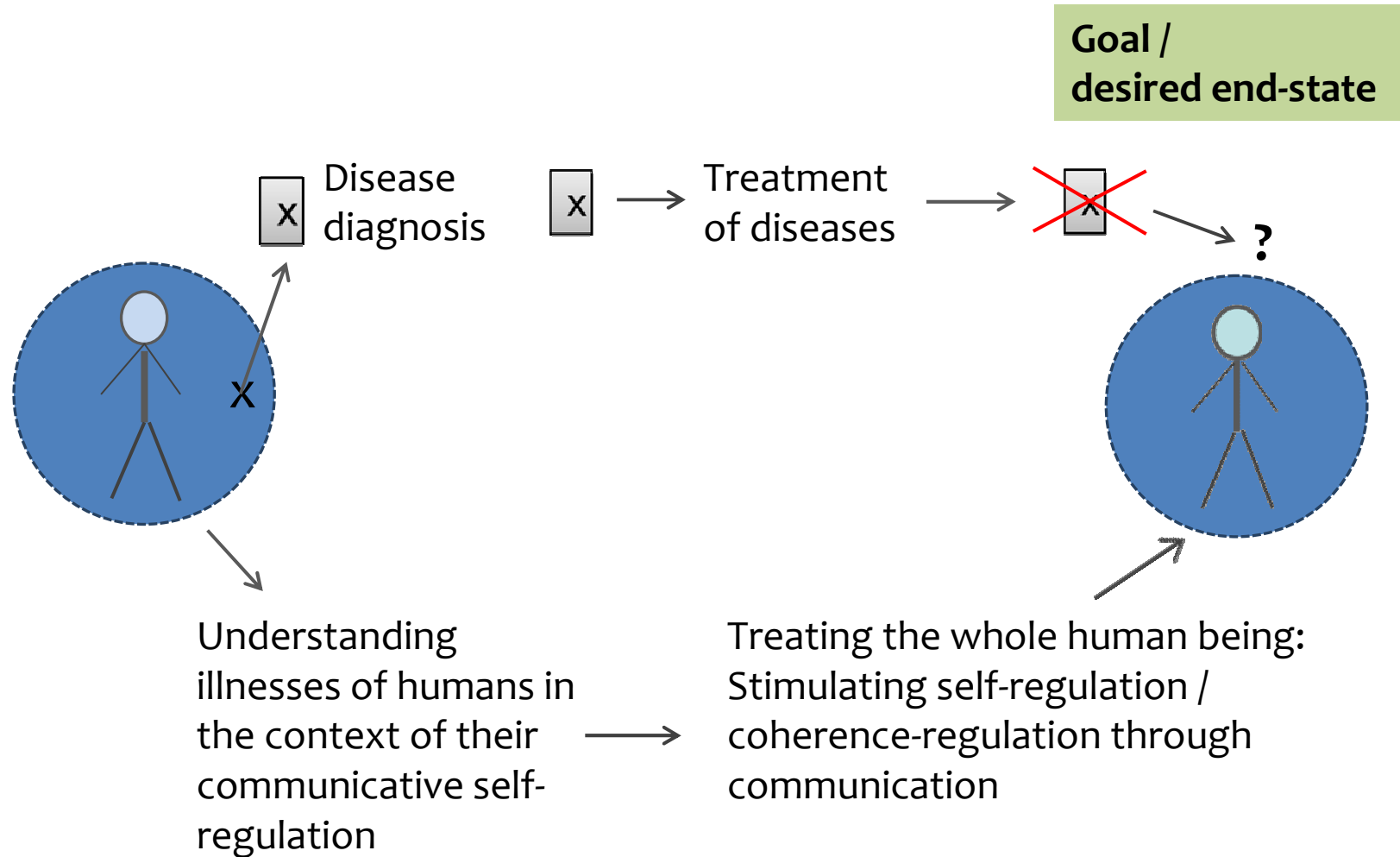
www.salutogenesis-zentrum.de

www.salutogenesis-library.com (in Sept. 2012)

C. Krause & C.H. Mayer (editors)(9/2012): Exploring Mental Health: Theoretical and empirical discourses on salutogenesis. Pabst Publisher

Pathogenetic and salutogenetic orientation

Salutogenesis – a science for approaching health



The three pathogenetic and salutogenetic questions

Pathogenetic

1. What disease does the patient have?
2. What is the cause of the disease?
3. How can we make the disease disappear or best manage the disease?

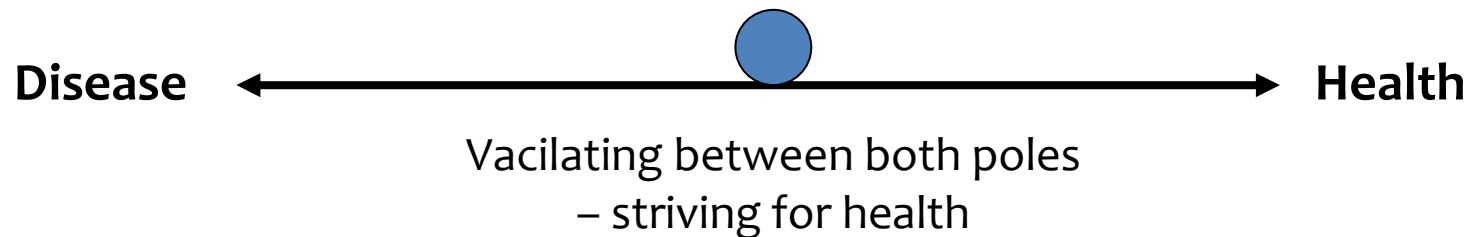
Salutogenetic

1. What is the patient's problem to solve?
2. What are the patient's goals and resources?
3. What can the patient and we do to approach the goals of well-being?

Health – healthy development – being healthy as a process

Salutogenesis – healthy development

Health-Disease Continuum



Dynamic definition of ‘healthy’:
‘Healthy’ means being on a path approaching health characterized by both internal and external coherence (well-being).

Analog to the WHO definition as ideal state:
Health is a *state* of complete physical/ environmental, emotional/ social, mental/cultural and spiritual/global well-being.

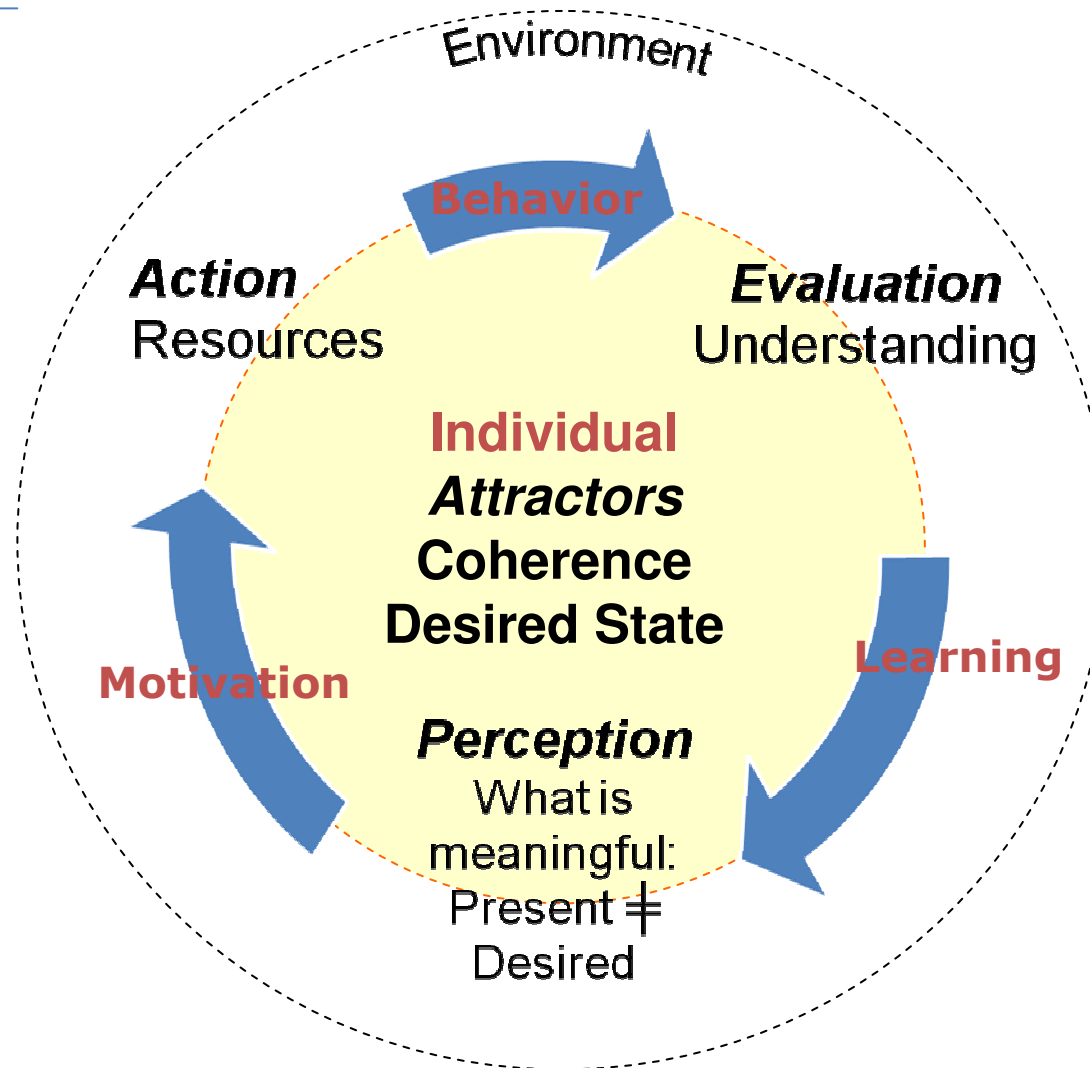
„Supreme principle of regulation“ – coherence

Healthy coherence regulation

„Coherence regulation takes place mostly unconsciously and pervades all psychological events. Therefore it seems to be accurate to speak of a supreme or pervasive regulatory principle of psychological processes. “

Klaus Grawe: *Neuropsychotherapie* (2004) pp. 190-191

Salutogenesis: Healthy development – communicative coherence regulation



Two motivational systems for approaching attractive healthy goals

Approach and avoidance

Approach system and (complementary) **Avoidance system**

Health oriented (salutogenesis)

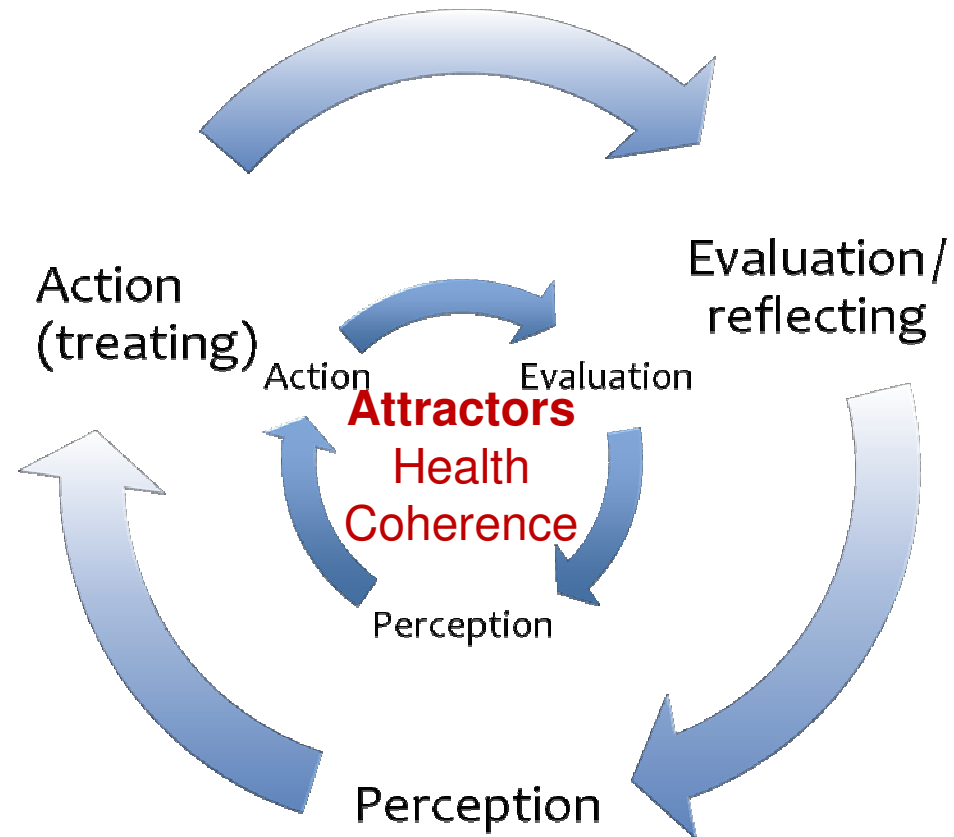
- Coherence, trust, attractive health goals
- Well-being, meaning, pleasure

Disease oriented (pathogenesis)

- Avoidance goals, mistrust, avoiding incoherence
- Pain, aversion, anxiety, suffering

Patient and therapist

Salutogenic communication



Approach goals and avoidance goals

Healthy coherence regulation

Approach goals (often implicit)

- Being healthy
- Pleasure and the will to live
- Security, courage, trust
- Autonomy
- Manageability
- Well-being
- Feeling of belongingness

Avoidance goals (like warning signals)

- Being ill
- Resignation
- Fear
- Unhealthy dependency
- Disability, paralysis
- Pain
- Isolation

Questions to stimulate the self-regulation

Salutogenic communication

1. What is (long term) good for you? What is not good?
2. Which desired states / solutions do you have?
3. What can you do for your own well-being?
4. What do you want to avoid and what are you able to avoid?
5. Who supports you?
6. What is right for you?

„Dramatic Effect“

Salutogenic communication

„Autonomy-Training“ by Grossarth-Maticsek

- Dialogues to stimulate self-regulation: activity for one`s own well-being, safety, pleasure, development and fulfillment of one`s own sense of being
- After 1-5 dialogues he reached a 30% reduction in mortality rate over a 20 years period (Prospective Heidelberger Interventionsstudies; „Dramatic effect“ Wittmann, 2008)

Focus of salutogenic dialogues

Salutogenic communication

1. Promote self-perception
2. Clarify personal meaningful goals
3. Stimulate the approach system
4. Enhance competences and other resources
5. Find a shared decision with regard to approach and avoidance behaviour
6. Support activities (also by imagination)
7. Evaluating > understanding > learning

