



Provider Behavior Change Implementation Kit

Example Needs Summary Table

Purpose – to help you summarize identified needs by category, and not their relationships to one another (if any)

Essential Factor	Identified Needs	Need Interactions
Expectation	Gap exists between what supervisors believe is expected of CHWs and what the CHWs believe they are expected to do	Possible link to motivation issue around self-efficacy
	Supervisors of CHWs expect a very large number of patients to be seen each week, and logistics make it very difficult for each CHW to carry that level of patient load	
Ability	CHWs are not aware of new contraceptive alternatives that are available—they continue to describe and promote established methods	
Opportunity	In some communities, patients do not want the CHW to come to their home for consultation because of the social stigma	
	Lack of supplies hinders the ability of CHWs to provide the full variety of contraceptives to patients	
Motivation	CHWs are demotivated by perceived lack of self-efficacy in the job	Possible link to expectation differences—they may not feel effective in the role if they believe they are doing what is expected but are measured on something different
Other		
Drought is making local water sources less reliable	No immediate need but could affect personal hygiene if the drought continues or intensifies	