

# **Integrating SBCC into Service Delivery Programs**



Learn how to design and integrate social and behavior change communication (SBCC) into all stages of the service delivery process.

**Enhance** service delivery and ultimately improve health outcomes by using SBCC before, during and after the clinical encounter.





### **Acknowledgments**

The Health Communication Capacity Collaborative (HC3) Project would like to acknowledge the team at USAID, including Hope Hempstone, Angie Brasington, Trish MacDonald, and Elaine Menotti for their support and conceptual contributions. We would also like to thank colleagues from EngenderHealth, Jhpiego, PSI, IPPF, JSI, Pathfinder, and Marie Stopes for their valuable contributions that helped to shape this I-Kit and provide practical examples. In addition, we want to acknowledge the following people for their work on this Implementation Kit.

<u>Authors:</u> Donna Sherard, Leigh Ann Evanson, and Heather Hancock <u>Editing and Design</u>: Kim Martin, Brandon Desiderio, and Anna Ellis <u>Graphic Design</u>: Mark Beisser

©2016 The Johns Hopkins University. All rights reserved.

# **TABLE OF CONTENTS**

0	VERVIEW	5
	What Is Service Communication?	5
	Purpose of This I-Kit	5
	Who Is the Audience for This I-Kit?	5
	What Does This I-Kit Contain?	6
	How to Use This I-Kit	6
LEARN		9
	What is SBCC and Why Is It Important to Service Delivery?	9
	What is Service Communication?	11
	What Is the Evidence Base for Service Communication?	17
D	ESIGNING SBCC FOR HEALTH SERVICES	.29
	Audience Analysis	34
	Understanding the Determinants of Behavior Change	49
	Tailoring Messages and Aligning with Communication Channels	61
	Addressing Providers as a Behavior Change Audience	74
	PERATIONAL CONSIDERATIONS FOR COORDINATING SBCC AND SERVICE ELIVERY PROGRAMS	84
	Why Is Coordinating SBCC with Service Delivery Important?	85
	Common SBCC/Services Coordination Models	85
	Applying Key Coordination Principles	89

TEMPLATES	.101
Appendix A: Audience Characteristics and Behavioral Factors Template	.102
Appendix: B: Client Journey Worksheet	.103
Appendix C: Segmentation Table	.104
Appendix D: Checklist to Assess Proposed Segments	.105
Appendix E: Influencing Audience Template	.106
Appendix F: Matrix for Change Worksheet	.107
Appendix G: Channel Mix Table	.108
Appendix H: Provider Profile Template	.109
Case Studies	.110
Appendix I – Zimbabwe: Challenges in Getting Clients to Services	.112
Appendix J – Kenya: Client/Provider Challenges	.120
Appendix K – Bangladesh: Behavioral Maintenance Follow-Up	.126
Appendix L – Uganda: Coordination Challenges	.131
Appendix M – Nigeria: Service Communication Strategy in Action	.136
Appendix N: Resources	.148
Appendix O: Evidence	.154
Appendix P: Photo and Graphic Credits	.156

#### **OVERVIEW**

#### What Is Service Communication?

Service communication is the use of Social and Behavior Change Communication (SBCC) processes and techniques to motivate health service-related behaviors among intended audiences across the continuum of care – Before, During and After services. By integrating SBCC into your service delivery projects, you can get more clients to health facilities, improve client-provider interactions, and increase the adoption and maintenance of healthy behaviors.

## **Purpose of This I-Kit**

This I-Kit aims to help service delivery project managers effectively use service communication to enhance the impact of their project. This I-Kit can be used to help increase demand for and uptake of services, and improve consistent long-term maintenance of healthy behaviors. It is designed to help users understand key service communication concepts, apply SBCC techniques to create successful communication activities, and learn how to better coordinate efforts with SBCC projects.

#### Who Is the Audience for This I-Kit?

The intended users of this I-Kit are project designers and project managers tasked with improving service delivery by better integrating SBCC into services, either through direct implementation or through coordination with an SBCC partner. Staff of organizations or entities that provide clinical health services will also benefit from an understanding of the content of this I-Kit. Ideally, users will have some understanding of SBCC theory and processes and a desire to better apply these concepts to their service delivery efforts.

#### What Does This I-Kit Contain?



### **Background Information**

Key service communication concepts, programmatic approaches, and evidence



## **Step-by-Step Design Guidance**

Step-by-step guidance on designing SBCC activities and materials for health services



#### **Coordination Guidance**

Key principles and models for effective coordination between SBCC and service delivery partners



#### **Worksheets and Resources**

Worksheets and templates to help apply service communication principles, and resources for future reference



#### **Case Studies**

Examples of projects that have successfully used service communication to address challenges

## How to Use This I-Kit

You can use this I-Kit to help you integrate social and behavior change communication (SBCC) into all stages of the service delivery process – either through more effective coordination with SBCC projects or by designing your own communication activities.

- Start by learning about Service Communication
   (http://sbccimplementationkits.org/service-communication/introduction-to-service-communication/). Discover what service communication is and how it can be used through the three stages of service delivery. Explore the evidence for service communication.
- Next, learn how to design your own communication activities using the <u>Step-by-Step Guidance on Designing SBCC for Health Services</u>
   (http://sbccimplementationkits.org/service-communication/courses/key-principles-of-designing-sbcc-for-health-services/).
- Then, learn how to more effectively coordinate efforts with SBCC partners to jointly achieve positive health outcomes in the Operational Considerations section (http://sbccimplementationkits.org/servicecommunication/service-communication-implementation-kit/operationalconsiderations/).
- Last, learn from others' experience by studying the five Case
   Studies (http://sbccimplementationkits.org/service-communication/case-studies/) that illustrate how projects have successfully applied service communication principles.

### This I-Kit is organized into four sections:



An overview of the I-Kit's content, purpose and rationale and a summary of the evidence for SBCC in services.



# **Designing SBCC for Health Services**

Key principles and step-by-step guidance on successfully designing communication activities for health services.



# **Operational Considerations**

Tips and guidelines on how service delivery and SBCC partners can effectively work together in a variety of implementation scenarios.

## **Case Studies**

Five illustrative case studies describing how key SBCC principles have been successfully applied to service delivery programs.