**Supplementary file C**

Questionnaireitems (adapted; alternative text is presented in italics)

1. I have the PHYSICAL opportunity to *change my behaviour to improve my health*.

**What is PHYSICAL opportunity?**

The environment provides the opportunity to engage in the activity concerned.

(e.g. sufficient time, the necessary materials, reminders)

Please rate

Strongly Agree

Strongly disagree

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

1. I have the SOCIAL opportunity *to change my behaviour to improve my health*.

**What is SOCIAL opportunity?**

Interpersonal influences, social cues and cultural norms provide the opportunity to engage in the activity concerned

(e.g., support from friends and family)

Please rate

Strongly Agree

Strongly disagree

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

1. I am motivated to *change my behaviour to improve my health*.

**What is motivation?**

Conscious planning and evaluations (beliefs about what is good and bad)

(e.g. I have the desire to, I feel the need to)

Please rate

Strongly Agree

Strongly disagree

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

1. *Changing my behaviour to improve my health* is something that I do automatically.

**Automatic motivation** involves doing something without thinking or having to consciously remember

(e.g. ‘is something I do before I realise I’m doing it’)

Please rate

Strongly Agree

Strongly disagree

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

1. I am PHYSICALLY able to *change my behaviour to improve my health*.

**What is PHYSICAL capability?**

Having the physical skill, strength or stamina to engage in the activity concerned.

(e.g. I have sufficient physical stamina, I can overcome disability, I have sufficient physical skills)

Please rate

Strongly Agree

Strongly disagree

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

1. I am PSYCHOLOGICALLY able to *change my behaviour to improve my health*.

**What is PSYCHOLOGICAL capability?**

Knowledge and/or psychological skills, strength or stamina to engage in the necessary thought processes for the activity concerned.

(e.g. having the knowledge, cognitive and interpersonal skills, having the ability to engage in appropriate memory, attention and decision making processes).

Strongly Agree

Please rate

Strongly disagree

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

Questionnaireitems (used in main study)

1. Of the service users you see in a typical working week, with what proportion do you have the PHYSICAL opportunity to Make Every Contact Count?

**What is PHYSICAL opportunity?**

The environment provides the opportunity to engage in the activity concerned.

(e.g., sufficient time, the necessary materials, reminders)

(Side bar; 0-100%)

1. Of the service users you see in a typical working week, with what proportion do you have the SOCIAL opportunity to Make Every Contact Count?

**What is SOCIAL opportunity?**

Interpersonal influences, social cues and cultural norms provide the opportunity to engage in the activity concerned

(e.g., other colleagues Making Every Contact Count, support from managers)

(Side bar; 0-100%)

1. I am motivated to Make Every Contact Count

**What is motivation?**

Conscious planning and evaluations (beliefs about what is good and bad)

(E.g. I have the desire to, I feel the need to)

Strongly Agree

Strongly disagree

Please rate

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

1. Making Every Contact Count is something I do automatically

**Automatic motivation** involves doing something without thinking or having to consciously remember

(e.g. ‘is something I do before I realise I’m doing it’)

Strongly Agree

Strongly disagree

0 1 2 3 4 5 6 7 8 9 10

Please rate

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

1. I am PHYSICALLY able to Make Every Contact Count

**What is physical capability?**

Having the physical skill, strength or stamina to engage in the activity concerned.

(e.g. I have sufficient physical stamina, I can overcome disability, I have sufficient physical skills)

Strongly Agree

Strongly disagree

Please rate

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐

1. I am PSYCHOLOGICALLY able to Make Every Contact Count

**What is psychological capability?**

Knowledge and/or psychological skills, strength or stamina to engage in the necessary thought processes for the activity concerned.

(e.g. having the knowledge, cognitive and interpersonal skills, having the ability to engage in appropriate memory, attention and decision making processes).

Strongly Agree

Strongly disagree

Please rate

0 1 2 3 4 5 6 7 8 9 10

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ [ ]  ☐ ☐