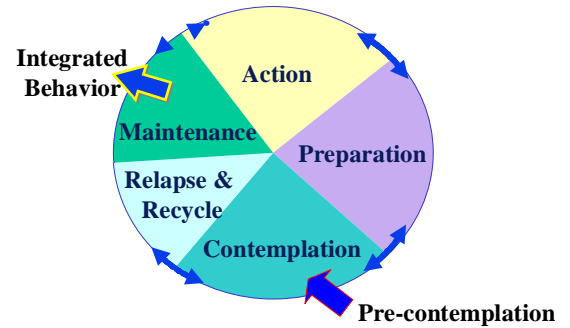


## Stages of Behavior Change



Prochaska & Di Clemente: *Transtheoretical Model of Behavior Change*

### Communication Techniques

#### Lifestyle Advice – Well Child or Urgent Visit

- < 1 minute
- Children not currently at risk for overweight

#### Brief Focused Advice – Well Child Visit

- < 3 minutes
- Children who are overweight or at risk for overweight

#### Brief Negotiation & Cognitive Behavioral Skills - Follow up Visit or Weight Management Intervention

- 10 + minutes: single or multiple sessions
- Children who are overweight or at risk for overweight

### Who Do You Communicate With?

#### 2 - 5 Years Old

- Communicate with Parent
- Child in Room

#### 6 - 12 Years Old

- Communicate with Parent or Both
- The First Encounter Consider Taking Parent to Your Office to Discuss in Private First

#### Over 12 Years Old

- Communicate with Teen or Both
- The First Encounter Consider Having Parent Leave Exam Room First

#### Brief Negotiation Skills – Particularly Effective for Contemplative/Ambivalent Patients

- Asking open ended questions
- Reflective Listening
- Summarizing
- Clinician Style: empathic, accepting, collaborative

#### Cognitive Behavior Skills – For Patients Ready and Willing to Make Changes

- Develop awareness of eating habits, activity and parenting behavior
- Identification of problem behaviors
- Problem solving and modification of problem behaviors
- Weekly goal setting for children and parents on dietary, activity and self-esteem/parenting goals
- Positive reward systems
- Record keeping
- Weight checks

Adapted from Regional Health Education – Kaiser Permanente Northern California

### Lifestyle Advice—Every Visit!

#### To stay healthy and energized try 5210 everyday!

- Eat 5 helpings of fruits or vegetable
- Limit TV, video and computer games to 2 hours or less
- Get up and play hard at least 1 hour
- 0 Drink less sugar and limit juice to one cup

### Brief Focused Advice < 3 Minutes

#### Step # 1: Engage the Patient / Parent

- Can we take a few minutes together to discuss your health and weight?
- How do you feel or what do you think about your health and weight?

#### Step # 2: Share Information (optional)

- Your weight is increasing faster than your height.
- Your current weight puts you at risk for developing heart disease and diabetes.
- What do you make of this?
- Some ideas for staying healthy include...(see poster)
- What are your ideas for working toward a healthy weight?

#### Step # 3: Ask Permission / Make a Key Advice Statement

- Do you mind if I tell you what the recommendations are?
  - ▶ Get up and play hard, 30-60 minutes a day
  - ▶ Limit TV and video games to 60 minutes or less a day
  - ▶ Eat 5 helpings of fruits or vegetables every day
  - ▶ Limit sodas & juice drinks to 1 cup or less a day
  - ▶ Use patient ideas from step # 2

#### Step # 4: Arrange for Follow up

- Would you be interested in more information on ways to reach a healthier weight? AND / OR
- Let's set up an appointment in \_\_\_weeks to discuss this further.

# Brief Negotiation—10 + Minutes or Multiple Sessions

## Open the Encounter

### Ask Permission

- *Would you be willing to spend a few minutes discussing your health/weight?*  
*Are you interested in discussing ways to stay healthy and energized?*

### Ask an Open-Ended Question - Listen - Summarize

- *What do you think /How do you feel about your health/ weight?*
- *What have you tried so far to work toward a healthier weight?*

### Share BMI / Weight / Risk Factors (optional)

- *Your current weight puts you at risk for developing heart disease and diabetes.*
- Ask for the patient's interpretation: "What do you make of this?"
- Add your own interpretation or advice as needed AFTER eliciting the patient's / parent's response

## Negotiate the Agenda

- *There are a number of ways to achieve a healthy weight. They include (see poster):*  

Get up and Play Hard	Eat 5 helpings of fruits & vegetables a day
Cut back on TV and Video Games	Cut down on soda and juice—Drink less sugar
- *Is there one of these you'd like to discuss further today? Or perhaps you have another idea that isn't listed here.*

## Assess Readiness

### Importance/Confidence

On a scale from 0 to 10, how ready are you to consider **[option chosen above]**

- Straight question: *Why a 5?*
- Backward question: *Why a 5 and not a 3?*
- Forward question: *What would it take to move you from a 5 to a 7?*

0 1 2 3 4 5 6 7 8 9 10

## Explore Ambivalence

Step 1: Ask a pair of questions to help the patient explore the pros and cons of the issue

- *What are the things you like about\_\_\_\_\_? AND What are the things you don't like about\_\_\_\_\_? OR*
- *What are the advantages of keeping things the same? AND What are the advantages of making a change?*

Step 2:

- Summarize Ambivalence: *Let me see if I understand what you've told me so far.....*  
(begin with reasons for maintaining the status quo, end with reasons for making a change)
- Ask: *Did I get it all? / Did I get it right?*

## Tailor the Invention

Stage of Readiness	Key Questions
<b>Not Ready 0 – 3</b> <ul style="list-style-type: none"> <li>• Raise Awareness</li> <li>• Elicit Change Talk</li> <li>• Advise and Encourage</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Would you be interested in knowing more about reaching a healthy weight?</i></li> <li>• <i>How can I help?</i></li> <li>• <i>What might need to be different for you to consider a change in the future?</i></li> </ul>
<b>Unsure 4 – 6</b> <ul style="list-style-type: none"> <li>• Evaluate Ambivalence</li> <li>• Elicit Change Talk</li> <li>• Build Readiness</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Where does that leave you now?</i></li> <li>• <i>What do you see as your next steps?</i></li> <li>• <i>What are you thinking /feeling at this point?</i></li> <li>• <i>Where does _____ fit into your future?</i></li> </ul>
<b>Ready 7 – 10</b> <ul style="list-style-type: none"> <li>• Strengthen Commitment</li> <li>• Elicit Change Talk</li> <li>• Facilitate Action Planning</li> </ul>	<ul style="list-style-type: none"> <li>• <i>Why is this important to you now?</i></li> <li>• <i>What are your ideas for making this work?</i></li> <li>• <i>What might get in the way? How might you work around the barriers?</i></li> <li>• <i>How might you reward yourself along the way?</i></li> </ul>

## Close the Encounter

- Summarize: *Our time is almost up. Let's take a look at what you've worked through today...*
- Show Appreciation / Acknowledge willingness to discuss change: *Thank you for being willing to discuss your weight.*
- Offer advice, emphasize choice, express confidence: *I strongly encourage you to be more physically active. The choice to increase your activity, of course, is entirely yours. I am confident that if you decide to be more active you can be successful.*
- Confirm next steps and arrange for follow up: *Are you able to come back in 1 month so we can continue to work together?*

## Overweight Sensitivity

"Do no harm"

- |                        |                          |
|------------------------|--------------------------|
| • Obesity              | • Overweight             |
| • Ideal Weight         | • Healthier Weight       |
| • Personal Improvement | • Family Improvement     |
| • Focus on Weight      | • Focus on Lifestyle     |
| • Diets or "Bad Foods" | • Healthier Food Choices |
| • Exercise             | • Physical Activity      |