



Brief Negotiation

Overweight Sensitivity "Do no harm"	
INSTEAD OF...	USE...
<ul style="list-style-type: none"> • Obesity • Ideal Weight • Personal Improvement • Focus on Weight • Diets or "Bad Foods" • Exercise 	 <ul style="list-style-type: none"> • Overweight • Healthier Weight • Family Improvement • Focus on Lifestyle • Healthier Food Choices • Physical Activity

Open the Encounter

Ask Permission

- *Would you be willing to spend a few minutes discussing your 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 weight? / What have you tried so far to work toward a healthier weight?*

Share BMI / Weight (optional)

- *Your current weight puts you at risk for developing heart disease and diabetes. / Your BMI is at the 92nd percentile. The recommended level for your age is 85 or below.*
- Ask for the patient's interpretation: *"What do make of this?"*
- Add your own interpretation or advice as needed AFTER eliciting the patient's / parent's response.

Negotiate the Agenda

- 5** Eat at least 5 servings of fruits and vegetables on most days.
- 2** Limit screen time to 2 hours or less daily.
- 1** Participate in at least 1 hour or more of physical activity every day.
- 0** Avoid soda and sugar-sweetened drinks; limit fruit juice to half cup or less per day. Instead, encourage water and 2-4 servings/day of fat-free milk.
- *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

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

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, or 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?*

Adapted from the Permanente Medical Group, Inc. Northern California Regional Health Education