

Time Dependent Office Visit: Follow-Up Visit or Weight Management Intervention (10 or more minutes)

Type of Visit	Follow Up or Weight Management
Topic of Visit	Brief Negotiation
Length of Visit	10 or more minutes
Patient Scenario	Child is currently overweight or obese

Brief Negotiation :

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 towards 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:

5 or more fruits & vegetables
2 hours or less recreational screen time*
1 hour or more of physical activity
0 sugary drinks, more water & low fat milk

*Keep TV/Computer out of the bedroom. No screen time under the age of 2.

- ▶ 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 [*insert option chosen during negotiation*] ?
- ▶ 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?

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 _____? + What are the things you don't like about _____? OR
- ▶ What are the advantages to keeping things the same? + 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?

Close the visit.

- ▶ Summarize: Our time is almost up. Let's take a look at what you've worked on today...
- ▶ Show appreciation and acknowledge willingness to discuss change: Thank you for being willing to discuss your weight.
- ▶ Offer advice, emphasize choice, and 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 our work together?

