## PRACTICAL STRATEGIES FOR OBESITY MANAGEMENT IN PRIMARY CARE

## Chapter 6 Effective Communication - Downloadable Resource

## Core Communication Skills

## Open-ended Inquiry

Open-ended questions are effective and usually start with "What," "How," "Tell me," "Describe for me," while closed-ended questions can usually be answered in very few words or with "yes" or "no" responses.

Goal	Strategy	"What is your main concern about your eating plan?"
<ul> <li>Obtain a story not an answer</li> <li>Search for the meaning not just the facts</li> </ul>	<ul> <li>Be curlous</li> <li>Request more information—         "Tell me about "</li> <li>Avoid "why" questions, may provoke defenses</li> </ul>	"Tell me how you are doing with your physical activity. How are you getting the 150 minutes in per week we discussed last visit?"

The main goal: Obtain the patient's story -be curious-Refrain from asking "Why?" You may use open-ended questions such as:

**Source:** This was created by Integrated Learning Partners for the Practical Strategies for Obesity Management in Primary Care CME/CE activity only.