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. You may use open-ended questions such as: Goal Strategy "What is your main concern about your eating plan?" "Tell me how you are doing with Obtain a story . . . not an ٠ Be curlous your physical activity. How are you answer getting the 150 minutes in per • Request more Information week we discussed last visit?" "Tell me about . . . " Search for the meaning . . . not just the facts Avold "why" questions, may provoke defenses

The main goal: Obtain the patient's story -be curious-Refrain from asking "Why?"

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