



Brief Negotiation Pocket Card: ASK, Don't tell *

Ask permission:	Would you be willing to spend a few minutes discussing ways to stay healthy and energized?
Ask open-ended questions Listen and summarize:	How do you feel about your weight? What have you tried so far to work toward a healthier weight?
Share BMI/Risk Factors:	Your current weight puts you at increased risk for developing heart disease and diabetes. What do you make of this? <i>Offer your interpretation and advice AFTER eliciting the patient's/parent's response.</i>
Negotiate the agenda:	There are a number of ways to help you achieve a healthy weight (use 5-2-1-0). Is there one of these you'd like to discuss further today?
Assess readiness:	On a scale of 0-10, how ready are you to consider ___? Why a ___ (# chosen)? Why are you a ___ and not a ___ (<i>higher number on scale</i>)? What would it take to move you from a ___ to a ___?
Explore ambivalence & summarize:	Normalize the behavior. What are the things you like/dislike about ___? What are the advantages of keeping things the same / making a change? Let me see if I understand what you have told me so far (<i>begin with reasons for maintaining the status quo, end with reasons for making a change</i>). Did I get it all?
Tailor the intervention:	See Stage of Readiness chart on other side of card.
Close the encounter: Show appreciation & offer advice. Emphasize choice & express confidence. Next steps:	Our time is almost up. Thank you for being willing to discuss _____. I strongly encourage you to _____. The choice, of course, is yours. I am confident that if you decide to _____, you can be successful. <i>Make follow up appointment / Referral to a specialist.</i>



Brief Negotiation Pocket Card: ASK, Don't tell *

Ask permission:	Would you be willing to spend a few minutes discussing ways to stay healthy and energized?
Ask open-ended questions Listen and summarize:	How do you feel about your weight? What have you tried so far to work toward a healthier weight?
Share BMI/Risk Factors:	Your current weight puts you at increased risk for developing heart disease and diabetes. What do you make of this? <i>Offer your interpretation and advice AFTER eliciting the patient's/parent's response.</i>
Negotiate the agenda:	There are a number of ways to help you achieve a healthy weight (use 5-2-1-0). Is there one of these you'd like to discuss further today?
Assess readiness:	On a scale of 0-10, how ready are you to consider ___? Why a ___ (# chosen)? Why are you a ___ and not a ___ (<i>higher number on scale</i>)? What would it take to move you from a ___ to a ___?
Explore ambivalence & summarize:	Normalize the behavior. What are the things you like/dislike about ___? What are the advantages of keeping things the same / making a change? Let me see if I understand what you have told me so far (<i>begin with reasons for maintaining the status quo, end with reasons for making a change</i>). Did I get it all?
Tailor the intervention:	See Stage of Readiness chart on other side of card.
Close the encounter: Show appreciation & offer advice. Emphasize choice & express confidence. Next steps:	Our time is almost up. Thank you for being willing to discuss _____. I strongly encourage you to _____. The choice, of course, is yours. I am confident that if you decide to _____, you can be successful. <i>Make follow up appointment / Referral to a specialist.</i>



Brief Negotiation Pocket Card: ASK, Don't tell *

Ask permission:	Would you be willing to spend a few minutes discussing ways to stay healthy and energized?
Ask open-ended questions Listen and summarize:	How do you feel about your weight? What have you tried so far to work toward a healthier weight?
Share BMI/Risk Factors:	Your current weight puts you at increased risk for developing heart disease and diabetes. What do you make of this? <i>Offer your interpretation and advice AFTER eliciting the patient's/parent's response.</i>
Negotiate the agenda:	There are a number of ways to help you achieve a healthy weight (use 5-2-1-0). Is there one of these you'd like to discuss further today?
Assess readiness:	On a scale of 0-10, how ready are you to consider ___? Why a ___ (# chosen)? Why are you a ___ and not a ___ (<i>higher number on scale</i>)? What would it take to move you from a ___ to a ___?
Explore ambivalence & summarize:	Normalize the behavior. What are the things you like/dislike about ___? What are the advantages of keeping things the same / making a change? Let me see if I understand what you have told me so far (<i>begin with reasons for maintaining the status quo, end with reasons for making a change</i>). Did I get it all?
Tailor the intervention:	See Stage of Readiness chart on other side of card.
Close the encounter: Show appreciation & offer advice. Emphasize choice & express confidence. Next steps:	Our time is almost up. Thank you for being willing to discuss _____. I strongly encourage you to _____. The choice, of course, is yours. I am confident that if you decide to _____, you can be successful. <i>Make follow up appointment / Referral to a specialist.</i>



Brief Negotiation Pocket Card: ASK, Don't tell *

Ask permission:	Would you be willing to spend a few minutes discussing ways to stay healthy and energized?
Ask open-ended questions Listen and summarize:	How do you feel about your weight? What have you tried so far to work toward a healthier weight?
Share BMI/Risk Factors:	Your current weight puts you at increased risk for developing heart disease and diabetes. What do you make of this? <i>Offer your interpretation and advice AFTER eliciting the patient's/parent's response.</i>
Negotiate the agenda:	There are a number of ways to help you achieve a healthy weight (use 5-2-1-0). Is there one of these you'd like to discuss further today?
Assess readiness:	On a scale of 0-10, how ready are you to consider ___? Why a ___ (# chosen)? Why are you a ___ and not a ___ (<i>higher number on scale</i>)? What would it take to move you from a ___ to a ___?
Explore ambivalence & summarize:	Normalize the behavior. What are the things you like/dislike about ___? What are the advantages of keeping things the same / making a change? Let me see if I understand what you have told me so far (<i>begin with reasons for maintaining the status quo, end with reasons for making a change</i>). Did I get it all?
Tailor the intervention:	See Stage of Readiness chart on other side of card.
Close the encounter: Show appreciation & offer advice. Emphasize choice & express confidence. Next steps:	Our time is almost up. Thank you for being willing to discuss _____. I strongly encourage you to _____. The choice, of course, is yours. I am confident that if you decide to _____, you can be successful. <i>Make follow up appointment / Referral to a specialist.</i>



**Readiness to Change
Counseling and Education Pocket Guide**

Stage of Readiness	Key Questions
Not Ready Stages 0—3 <ul style="list-style-type: none"> Raise awareness, promote “pros” of change Elicit change talk Advise and encourage 	<ul style="list-style-type: none"> Would you be interested in knowing more about ways to stay healthy? How can I help? What might need to be different for you to consider a change in the future?
Unsure Stages 4 — 6 <ul style="list-style-type: none"> Evaluate ambivalence Elicit change talk Build readiness Promote “pros” of change 	<ul style="list-style-type: none"> Where does that leave you now? What do you see as your next steps? What are you thinking/feeling at this point? Where does ___ fit in your future?
Ready Stages 7 — 10 <ul style="list-style-type: none"> Strengthen commitment Elicit change talk Facilitate action planning 	<ul style="list-style-type: none"> Why is this important to you now? What are your ideas for making this work? What might get in the way? How might you work around the barriers? How might you reward yourself?

** Adapted with permission from copyrighted material of The Permanente Medical Group, Inc., Northern California.*



**Readiness to Change
Counseling and Education Pocket Guide**

Stage of Readiness	Key Questions
Not Ready Stages 0—3 <ul style="list-style-type: none"> Raise awareness, promote “pros” of change Elicit change talk Advise and encourage 	<ul style="list-style-type: none"> Would you be interested in knowing more about ways to stay healthy? How can I help? What might need to be different for you to consider a change in the future?
Unsure Stages 4 — 6 <ul style="list-style-type: none"> Evaluate ambivalence Elicit change talk Build readiness Promote “pros” of change 	<ul style="list-style-type: none"> Where does that leave you now? What do you see as your next steps? What are you thinking/feeling at this point? Where does ___ fit in your future?
Ready Stages 7 — 10 <ul style="list-style-type: none"> Strengthen commitment Elicit change talk Facilitate action planning 	<ul style="list-style-type: none"> Why is this important to you now? What are your ideas for making this work? What might get in the way? How might you work around the barriers? How might you reward yourself?

** Adapted with permission from copyrighted material of The Permanente Medical Group, Inc., Northern California.*



**Readiness to Change
Counseling and Education Pocket Guide**

Stage of Readiness	Key Questions
Not Ready Stages 0—3 <ul style="list-style-type: none"> Raise awareness, promote “pros” of change Elicit change talk Advise and encourage 	<ul style="list-style-type: none"> Would you be interested in knowing more about ways to stay healthy? How can I help? What might need to be different for you to consider a change in the future?
Unsure Stages 4 — 6 <ul style="list-style-type: none"> Evaluate ambivalence Elicit change talk Build readiness Promote “pros” of change 	<ul style="list-style-type: none"> Where does that leave you now? What do you see as your next steps? What are you thinking/feeling at this point? Where does ___ fit in your future?
Ready Stages 7 — 10 <ul style="list-style-type: none"> Strengthen commitment Elicit change talk Facilitate action planning 	<ul style="list-style-type: none"> Why is this important to you now? What are your ideas for making this work? What might get in the way? How might you work around the barriers? How might you reward yourself?

** Adapted with permission from copyrighted material of The Permanente Medical Group, Inc., Northern California.*



**Readiness to Change
Counseling and Education Pocket Guide**

Stage of Readiness	Key Questions
Not Ready Stages 0—3 <ul style="list-style-type: none"> Raise awareness, promote “pros” of change Elicit change talk Advise and encourage 	<ul style="list-style-type: none"> Would you be interested in knowing more about ways to stay healthy? How can I help? What might need to be different for you to consider a change in the future?
Unsure Stages 4 — 6 <ul style="list-style-type: none"> Evaluate ambivalence Elicit change talk Build readiness Promote “pros” of change 	<ul style="list-style-type: none"> Where does that leave you now? What do you see as your next steps? What are you thinking/feeling at this point? Where does ___ fit in your future?
Ready Stages 7 — 10 <ul style="list-style-type: none"> Strengthen commitment Elicit change talk Facilitate action planning 	<ul style="list-style-type: none"> Why is this important to you now? What are your ideas for making this work? What might get in the way? How might you work around the barriers? How might you reward yourself?

** Adapted with permission from copyrighted material of The Permanente Medical Group, Inc., Northern California.*