

Health Coaching Exploring Capacity

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Spirit of MI

- Collaborative rather than prescriptive
- Honours the client's autonomy and self direction
- More about evoking than installing
- A willingness to suspend an authoritarian role
- Explore client capacity rather than incapacity
- Genuine interest in the client's experience and perspectives.

<http://www.motivationalinterview.org/TNTmanual2006.pdf>

Health Coaching

“Health Coaching is a practice in which fully trained health professionals apply evidence-based principles and techniques from Health Psychology and Coaching Psychology to assist individuals to achieve positive health and lifestyle outcomes through attitude and behaviour change.”

<http://www.healthchangeaustralia.com/>

HCA Model of Health Change

10 Step Framework



Set the Scene & Explain Your Role

① Identify Clinical Issues & Lifestyle & Treatment Categories

② Prioritise & Choose a Category to Work On

③ Ask RICK® ④ Make a Decision

Decision
Line

Ready to
Take Action

⑤ Generate Some Options

⑥ Choose & Refine an Option ⑦ Create an Action Plan

⑧ Identify & Address Barriers ⑨ Ask RICK

⑩ Consider Review & Referral



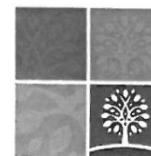
RICK = readiness, importance, confidence, knowledge



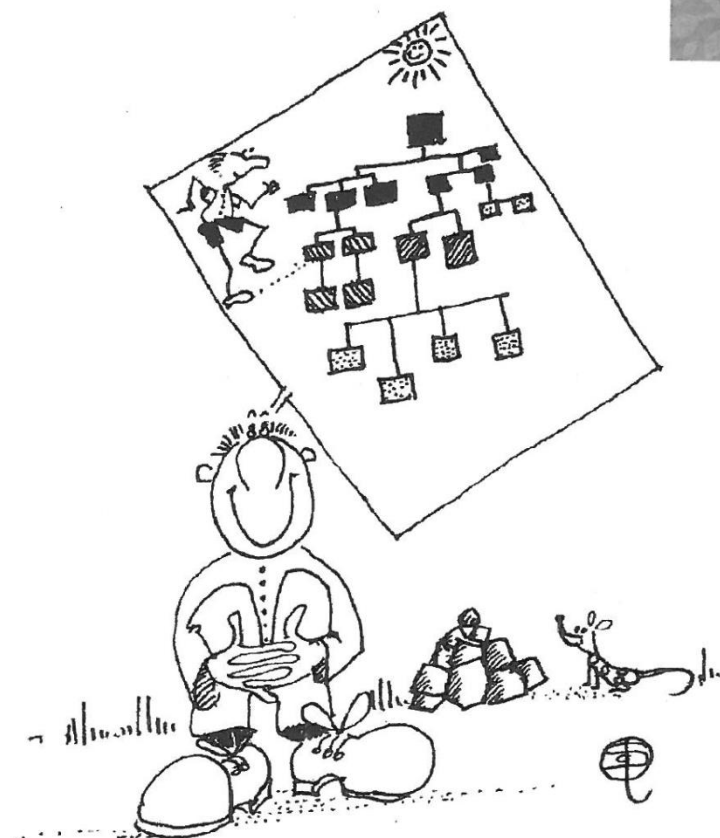
HealthChange® Behaviour Change Pathway

(What people *need* in order to take action)





Messy Head Syndrome



Health Coaching

Ask RICK[®]

Health Change Australia Consultation Documents and tools
<http://www.healthchange.com/consultation-documents-and-tools.htm>

Motivation is...

Readiness + Importance + Confidence

Readiness – are you ready to change?

Importance – how important to you is it that you change?

Confidence – how confident are you that you can make the change?

Readiness, importance & confidence



*

Not ready Very Ready

You've got to be joking Let's Go!

1 2 3 4 5 6 7 8 9 10

_____X_____

How to ask RICK

– above the decision line

- How ready are you to talk about your diabetes with me today?
- Is this something you want to begin working on this week?
- How much of a priority is this for you considering everything else happening in your life at the moment ?
- You're sitting at the traffic lights: are you facing a red, green or orange light regarding taking action on this issue?
- How confident are you that your efforts will really make a difference to your blood sugar control?
- Please tell me about something you think you might, or can do, at this point?

How to ask RICK

– below the decision line

- Are you ready to tackle this issue now ?
- Considering everything else going on in your life how much of a priority is this for you at the moment ?
- Are there other areas of your life that you need assistance with which would make it easier to prioritise? Tell me about these.
- How confident are you feeling about achieving the goals in the action plan?
- Today we have discussed a number of actions that you will take, related to improving management of your diabetes. How confident are you that you can incorporate all of these things into your lifestyle?

RICk[®] Rules

- **If importance is low(6 or less)**
- **If confidence is low**
- **Check knowledge/Teach back**
- **If a person is high in RIC**
- **Action planning/or goal setting
aim for a 7 in confidence**

Self Efficacy

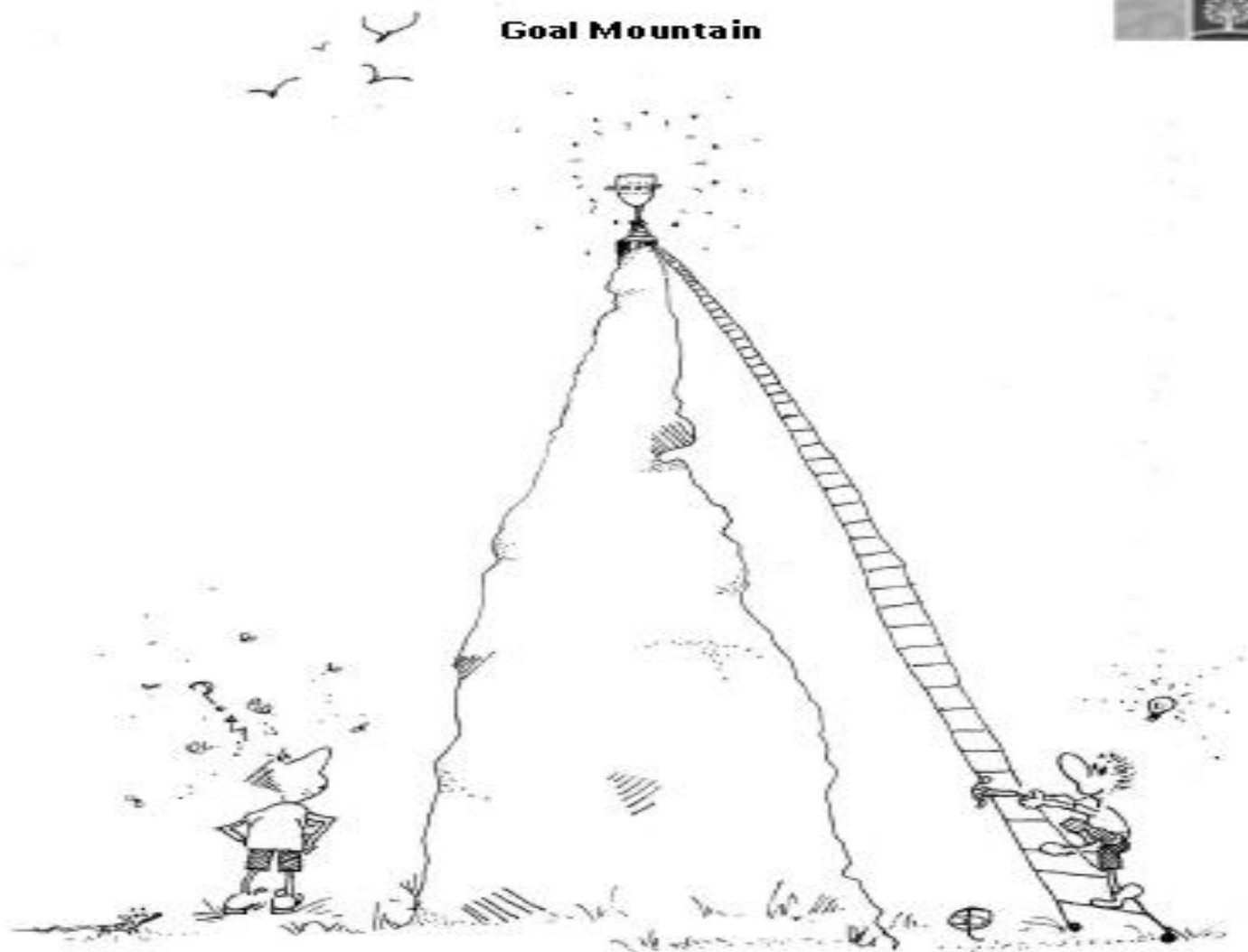
Perceived ability to achieve a certain behavior.

Four major sources of information:

- 1. performance experience**
- 2. observing the experience of others**
- 3. verbal persuasion**
- 4. emotional / physiologic states.**



Goal Mountain



Case Studies

- **Patient drinking too much, not exercising and having to work from home.** Now stopped drinking, exercising daily and back at work. Feels great and empowered.
- **Patient with multiple cardio-vascular risk factors who didn't know where to start.** Coached as to which lifestyle factor she would like to address first, and so far is decreasing weight.
- **Schizophrenic man with obesity, hypertension and diabetes.** Encouraged him to explore how he could change his eating plan and exercise habit (he chose walking). He lost weight, his BP is now almost too low and his HbA1c has plummeted. His medication dose has also been reduced.

Case Studies

- **Mrs M always presented with multiple co-morbidities and “unable to lose any weight and to get enrolled at any exercise program”.** After the health coaching training session, I have implemented a different approach to managing this lady and achieved great success.
- **Patient returned to lose weight, decrease cholesterol and fasting BSL.** When she designed her plan using the health coaching techniques, she commented that “it isn’t that hard at all” and proceeded to lose 4kgs over 2 months.
- **60 year old female professional with past history of Type 2 Diabetes, Gastro-Oesophageal Reflux, Obesity, Hypertension, Fatty Liver Disease.** After health coaching she started to attend Curves 3 times per week and use ‘light and easy’.
- **Diabetic overweight woman with high cholesterol** has been coached to exercise 2-3 times/week and to modify diet.

- What behaviour are you ready to **change**?
- What is **currently** happening regarding this behaviour?
- What would you like to **achieve**?
- What's **stopped** you from achieving this in the past?
- What's **helped** you to achieve this in the past?
- What are all of your **options** now?
- Which do you think might work for you **now**?
- What **specific** goals could you set?
- What would you need **to do** to achieve this?
- What **ELSE** would you need to do?....
- Would you like to **write these things down** to remember them?

T Nagel, C Thompson - Australian family physician, 2008

***“No care plan will succeed
without the motivating
factors of personal
meaning and personal
empowerment.”***



Decision Worksheet

The decision that I am considering is whether or not to work on _____ to improve my health.

	Don't Change Anything	Make Some Changes
Good Outcomes		
Not so Good Outcomes		



Does this help you to make a decision one way or the other?

Values list

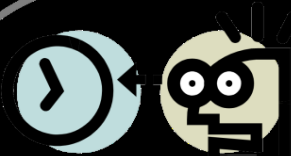
Values for your children, grandchildren or friends	Values for yourself	Values for Family
<p>Be healthy</p> <p>Be strong</p> <p>Have many friends</p> <p>Be fit</p> <p>Have high self esteem</p> <p>Be confident</p>	<p>Good</p> <p>Parent/grandparent</p> <p>Responsible</p> <p>Disciplined</p> <p>Good spouse</p> <p>Respected at home</p> <p>On top of things</p> <p>Spiritually</p> <p>Physically</p>	<p>Cohesive</p> <p>Healthy</p> <p>Peaceful meals</p> <p>Getting along</p> <p>Spending time together</p> <p>Good communication</p> <p>Fulfil potential</p>



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THE HEALTH & FITNESS INDUSTRY ASSOCIATION

HEALTHCHANGE
• Inspired •
Behaviour Change Methodology

What can you do to be healthier/ manage your health better?



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