

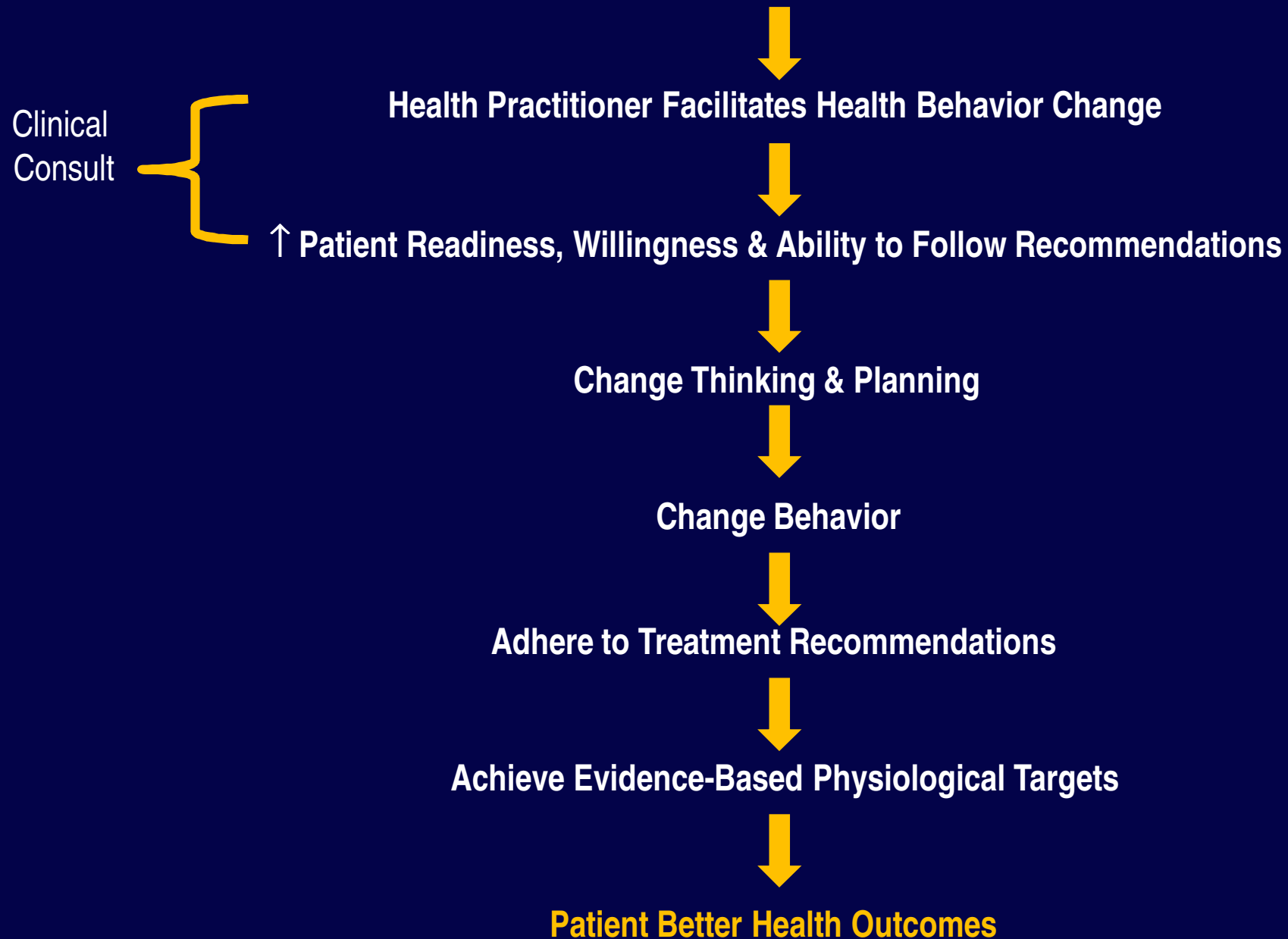
Barriers to Weight Loss in the Bariatric Patient

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www.healthcoachingaustralia.com

Patient Health Conditions & Risk Factors → **Evidence-Based Treatment Recommendations**

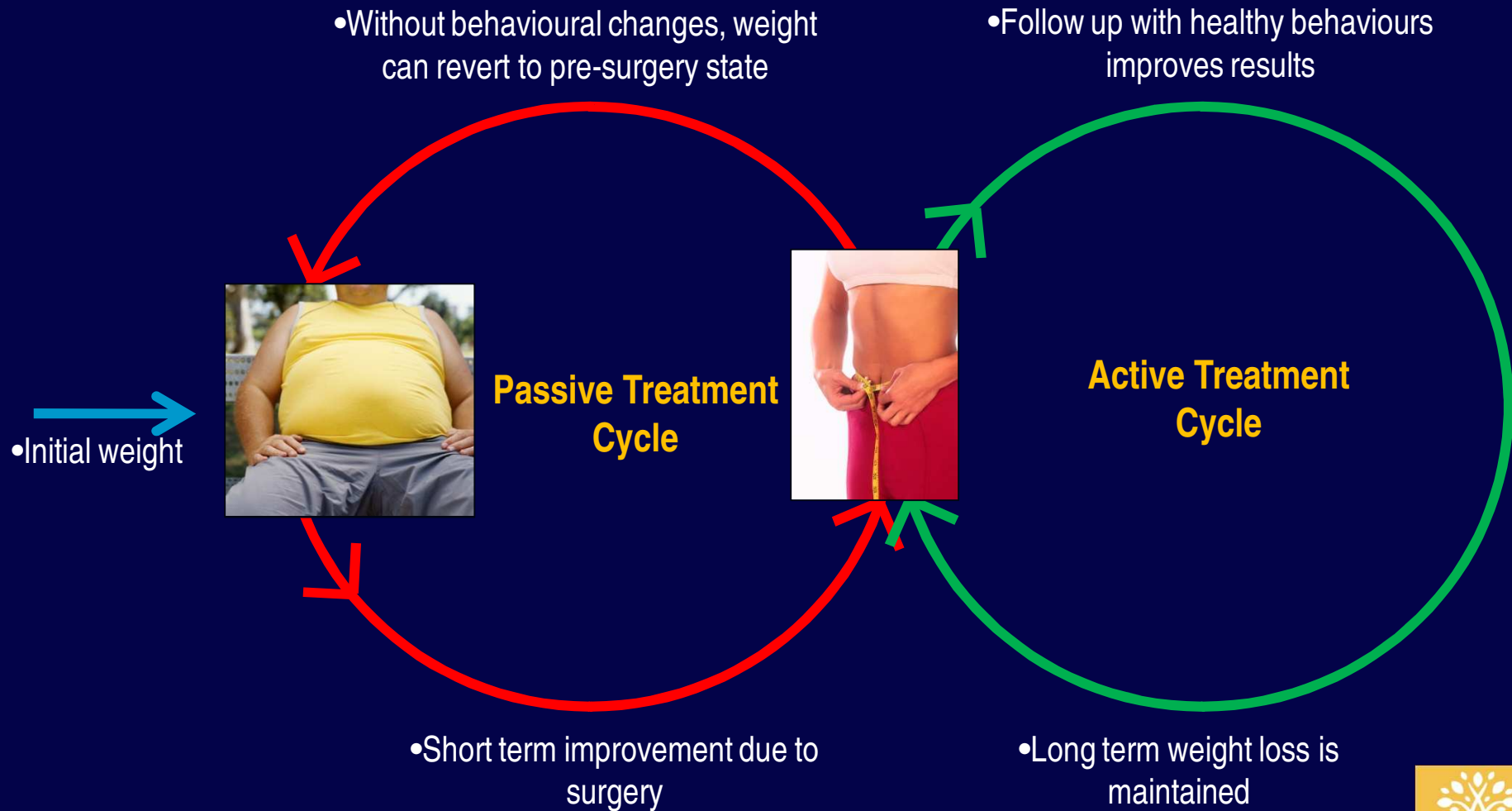


Why Bariatric Surgery is Not 100% Successful

- Surgery is un-successful in 10-25% of cases (Boeka, Prentice-Dunn & Lokken, 2010; Kinzl et al 2006)
- Nature of obesity – dependent on diet & exercise
- Patients can undermine or ‘cheat’ the surgery
- Long-term success depends on behaviour modification



What is Required for Greater Success?



What stops the bariatric patient from adhering to recommendations?

Behind every “Yes, but...”
is a Barrier!



Common Emotional Responses to Diagnosis, Medical & Lifestyle Advice

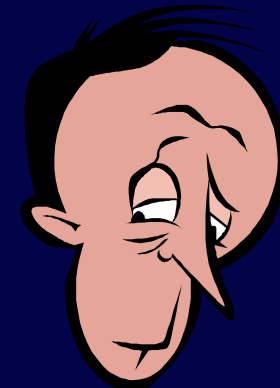
Hopelessness



Fear



Guilt



Resistance



Frustration

Anger



Despair

Shame



Confusion





Cognitive, Behavioral & Emotional Avoidance Response



The BEST Method to Identify Barriers & Facilitators

- B**ehaviours
 - Habits, every day actions, planning (or lack of)
- E**motions
 - Emotional reactions to things that happen to us
- S**ituations
 - Medical, cognitive, social, \$, physical, changes in circumstance
- T**houghts
 - Beliefs, attitudes, expectations and habitual thinking patterns
 - Motivation (RIC), knowledge



Beware! The Motivation Trap

Motivation
to Get the
Outcome



Motivation
to Engage
in Required
Behaviours



How far will patients go to get results without doing the work?

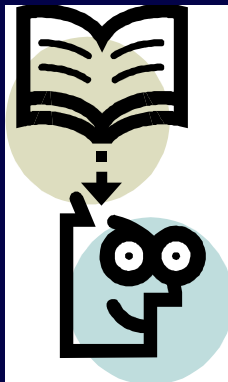
- Quicker & easier
- Big short-term gains
- Perception that the intervention will result in forced behavioural control
- Not sustainable long-term!



The Chygay Tongue Patch

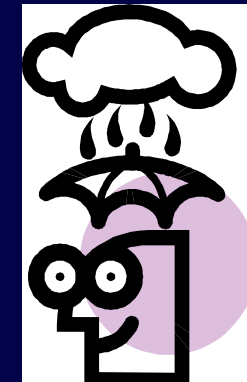


Evidence-based
assessment and treatment
protocols

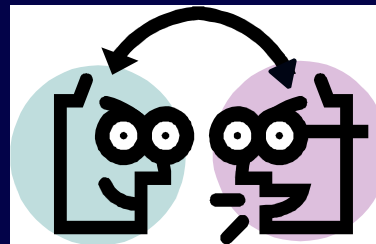


Health
Professional

**BEST barriers and
facilitators for change:**
Behaviors, Emotions,
Situations, Thinking



Patient



Is your patient ready, willing and able?



To adhere to medical and lifestyle recommendations, patients need to:

1. **Know what to do** (treatment recommendations),
2. **Decide** to make the necessary changes, and
3. **Have the capacity** to carry out the chosen actions:
 - a) Have the skills and resources to initiate and maintain the changes
 - b) Be able to identify and address barriers to change



What Can We Do to Improve Success Rates?



Traditional Care

- Health professional as expert
- Client told what to do
- One size fits all solutions
- Extrinsic motivators
- Client required to facilitate change
- Ignores barriers to change
- ↑ Resistance to change
- Goal setting overload

Patient-Centred Health Coaching

- ✓ HP expert offers client evidence-based treatment options & information
- ✓ Client respected as expert in own life & chooses own options & strategies
- ✓ Individually tailored solutions
- ✓ Intrinsic motivators
- ✓ Collaboration & assistance in facilitating change
- ✓ Addresses barriers to change
- ✓ # & magnitude of goals to suit client
- ✓ ↓ Resistance to change



What is Health Coaching?

- A practice style used by growing numbers of health practitioners
- Includes targeted health education and health behaviour change assistance for better health outcomes and decreased health costs
- A variety of health behaviour change (health change) models are being used by practitioners and programs
- Programs usually focus on chronic disease prevention or self-management and are additional to usual clinical practice
- The same health change techniques can be used in usual clinical practice for any desired patient health change



The HCA Model of Health Change

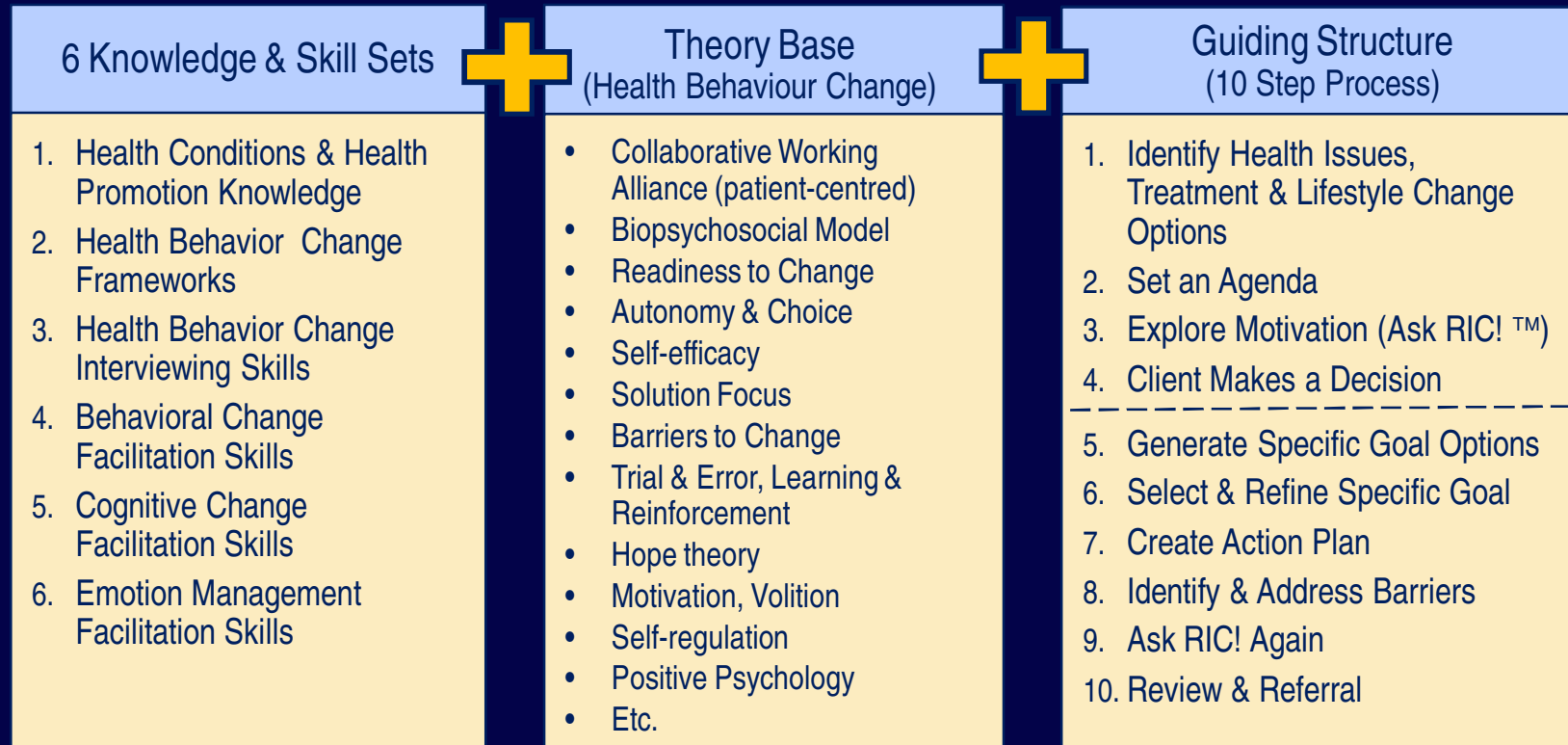
- The HCA Model is a system of *evidence-based principles and techniques* that have been built into a *structure that guides* health professionals in how to *facilitate health behavior change* in their patients or clients, for better health outcomes
- The processes actively identify and address behavioral, emotional, situational and cognitive *barriers to change* and *build patient skills* in decision making, problem solving and planning



Health Behavior Change Goals

Chronic Condition Management ~ Disability ~ Rehabilitation ~ Disease Prevention ~ Health/Wellness

Generic Health Behavior Change Processes Applicable across the spectrum of health goals (HCA Model)



HCA 10 Steps to Health Coaching

Consultation Introduction & Assessment

↓
① Identify Health Issues & Lifestyle Change Options

↓
② Set an Agenda & ③ Explore Motivation (Ask RIC!)

④ Client Makes a Decision

Decision
Line

↓
⑤ Generate Specific Goal Options

Ready to
change
↓

↓
⑥ Select & Refine Specific Goal & ⑦ Create Action Plan

↓
⑧ Identify & Address Barriers & ⑨ Ask RIC! Again

↓
⑩ Review & Referral



Motivational Interviewing

Solution-focused Coaching

RIC = Readiness, Importance, Confidence



Critical 'Above the Line' Techniques

1. Let the patient feel that they have choice (set the agenda)
2. Ask RIC to determine motivation and self-efficacy
3. If motivation is lacking: ask decisional balance questions to identify intrinsic motivators for change



Tips to Increase Resistance & Avoidance

1. “Tell” people what to do
2. Argue the point
3. Use scare tactics without offering hope and help
4. Set action goals when the client isn’t ready
5. Set goals that are overwhelming in magnitude, number or complexity



Tips to Increase Adherence

- Understand **why** people don't adhere to advice
- Ascertain patients' **understanding** of their condition/s and treatment recommendations – include targeted education
- Ask patients their **readiness** in making the recommended changes, how **important** they think it is *personally* to make the changes and how **confident** they are in being able to make & sustain the changes



Is your patient Ready, Willing & Able to
adhere to active treatment
recommendations?

Ask RIC! ®

Readiness, Importance & Confidence



Conversational Style

- How **ready** are you (really) to self-manage your weight and do the things that have been recommended to you (diet, exercise, appointments etc.)
- How **important** do you think it is for you *personally* to adhere to your nutritional regime every day, given everything else currently going on in your life?
- How **confident** are you that you can do the exercise program that has been given to you every day?



RIC Rules!

1. **If importance is low** – use decisional balance questions to find intrinsic motivators & increase importance
2. **If confidence is low** – reduce the magnitude, number or complexity of goals &/or help the patient to address their barriers to change



Decisional Balance Can Increase RIC

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

| | Don't Change Anything | Adopt New Behavior |
|------|---|-------------------------------------|
| Pros | Barriers to Change | Benefits of new behaviors over time |
| Cons | Negative consequences of current behaviours over time | Barriers to Change |



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



Critical 'Below the Line' Techniques

1. Identify personalized options for goal pursuit (offer choice)
2. Assist the patient to identify and address barriers to change (Behaviors, emotions, situations, thinking)
3. Track what the patient does right (behaviors and outcomes)
4. Encourage a trial and error approach



Health coaching provides treatment recommendations, health education and behavior change assistance

HC

=



+



Health Professional
Recommendations

(What to do & Why)

Behavior Change
Assistance

(How to do it)



The Role of a Health Practitioner Using the HCA Model

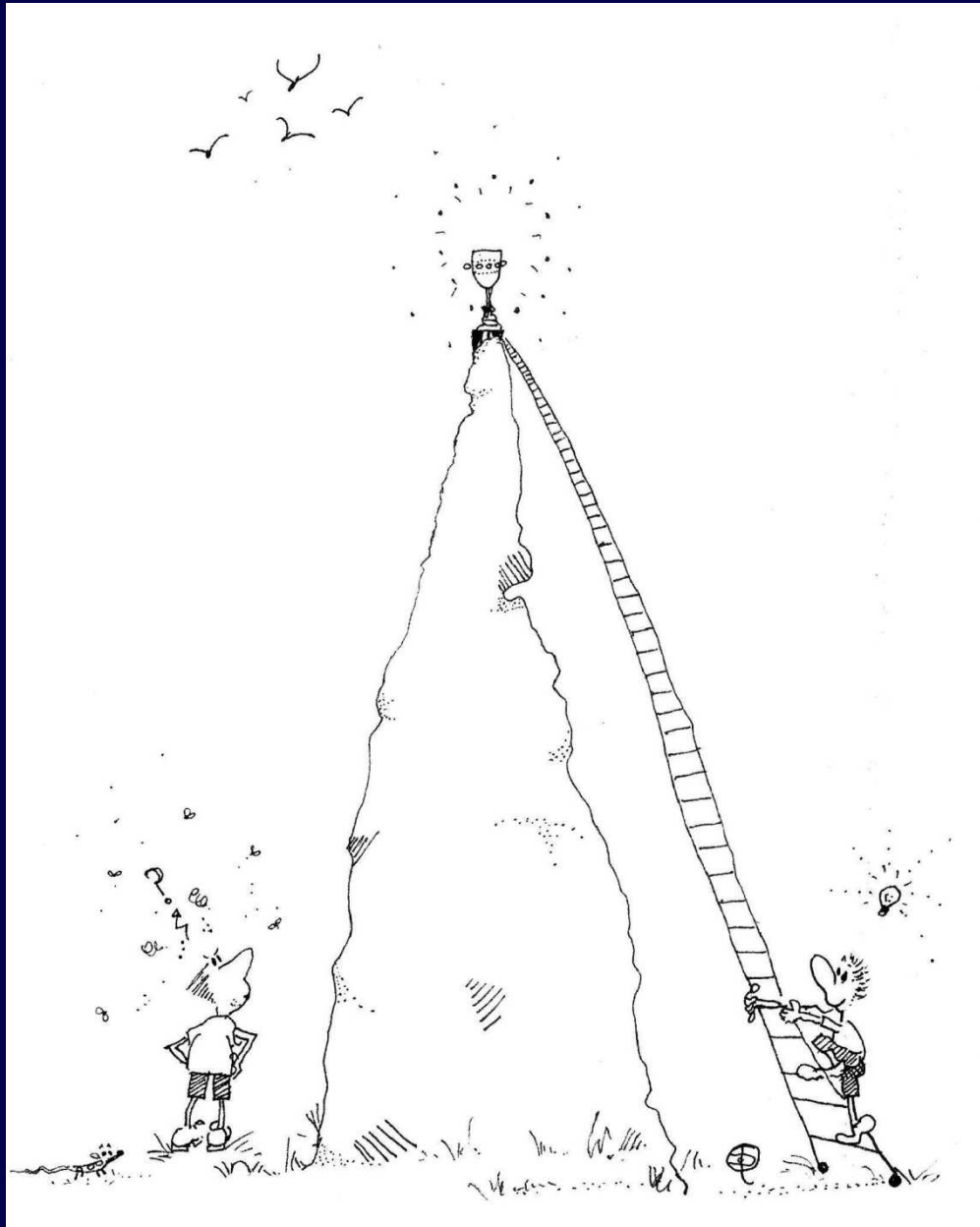
1. To provide professional **advice** and **education** as required and **correct misinformation**, in an appropriate way
2. To help patients to **make the decision** to follow health recommendations
3. To develop problem solving skills to increase the **likelihood of success** after the patient decides to make changes



Summary

- There are **legitimate reasons** why people don't adhere to treatment and lifestyle recommendations
- **Patient-centred health coaching** can increase adherence rates and improve patient self-management
- The **HCA Model of health change** can guide practitioners in applying patient-centred care in a time efficient manner, to address barriers to change and achieve better patient health outcomes
- The model can be used in **clinical consultations** and **health coaching programs**





**Every
Journey
Starts With
One Step**

Questions?



Thank You

Contact us & download free practice
guides and worksheets from
www.healthcoachingaustralia.com.au