

# Week 3

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# Intake - Session 1

- 1) Intake questionnaire
- 2) Assessing self-efficacy
- 3) Information on psychology of weight loss
- 4) Information on nutrition
- 5) Explaining programme worksheets

# What you need in intake session

- Intake questionnaire (fill in as part of a conversation)
- Self-efficacy questionnaire
- Nutritional Guidelines
- Kickstart recipes
- Short power point – 'intro to the programme'
- Reasons why I want to lose weight
- Weekly checklist
- Weekly food diary
- Weekly self-assessment



Those 3 work sheets to be completed every week by client and emailed back to you before next session



What you email  
(or hand to  
client) after  
session 1

- Nutritional Guidelines
- Kickstart recipes
- Reasons why I want to lose weight
- Weekly checklist
- Weekly food diary
- Weekly self-assessment
- Welcome to the programme
- Why now?

# Intake - Session 1

Plan about 1 hour 30 minutes

Building your relationship with a new client

Open ended questions

Reflective listening

# Open ended questions - examples

- How ready do you feel to change your eating patterns and/or lifestyle behaviors?
- How is your current weight affecting your life right now?
- What kinds of things have you done in the past to change your eating?
- What strategies have worked for you in the past?
- Some people talk about part of them wanting to change their eating patterns, and part of them not really wanting to change. Is this true for you?
- On a scale from 1-10, how ready are you to make changes in your eating patterns?
- How much does it worry you that you might return to old patterns of eating?
- What makes you feel like you can continue to make progress if you decide to?
- What are your hopes for the future if you are able to become healthier?



# Open ended questions – assessing readiness

- How do you feel about changing your eating or exercise behaviors?
- How ready to change are you?
- How would you like your health to be different?
- People differ in how ready they are to make these kinds of changes. What about you?
- Some people don't want to talk about their weight at all, where as some people don't mind at all. How do you feel about this?



# Open ended questions – assessing importance

- Tell me how things would be different for you if you \_\_\_\_\_ (were at a healthier weight, etc.)
- What do you think would happen if your weight doesn't change?
- What are the most important things to you? What impact does your weight have on that?
- What would have to happen before you seriously considered changing?
- What are the good things about \_\_\_\_\_ (losing weight, eating healthier, exercising more)?
- What concerns do you have about \_\_\_\_\_ (losing weight, eating healthier, exercising more)?
- If you were to change, what would it be like?



# Open ended questions – building importance

What would make you more confident about making these changes?

How can I help you succeed?

Are there things that you have found helpful in previous attempts to change?

If you decided to change, what might your options be?

What are some practical things that you need to do to achieve this goal?



# Open ended questions – assessing barriers

- What things stand in the way of your taking a first step?
- What barriers might impede success?  
(e.g., child care, transportation, distance, cost, accessibility)



# FRAMES

FEEDBACK

RESPONSIBILITY

ADVICE

MENU

EMPATHY

SELF-EFFICACY

# F — FEEDBACK

Present feedback in a way that is respectful and has impact.

Ensure that your communication reflects the patient's statements of concern about health.

Feedback should be based from information gathered in session and intake form.

# R - Responsibility

Emphasize that the client has the responsibility and freedom to make the choice to change.

This is not a decision that can be made by anyone else, and it is really up to the patient to decide what decisions to make.

# A - Advice

- Avoid to take the “expert” stance
- Ask for permission

# M - Menu

Offer different alternatives that the client can choose from.

For example, “There are different ways that people successfully change their lifestyle behaviors. Perhaps we can spend a few moments talking about this so that I can tell you some of these strategies, and you can tell me which of these might make the most sense for you.”

# E - Empathy

It is important to listen to, and reflect the client's statements and feelings.

This ensures that you understand the patient, and that the patient feels understood by you, both of which foster productive communication.

Expressing empathy involves communication that is warm and supportive, and demonstrates that you are paying attention to the patient's verbal and nonverbal communication.

# S - Self- efficacy

Part of the goal is to help instill optimism and confidence in your client that he/she can make meaningful behavior changes.

You want to communicate to your client that “you can change.”

