

Scenario #2:

Unhealthy Nutrition and Eating Habits

Scenario	Advice-giving Approach	Patient-centered Approach
<p>Mr. Lopez's wife scheduled a physical for him because "she thinks I eat terrible and is afraid I'm going to drop dead of a heart attack." He admits that he too is concerned that his poor eating habits will catch up to him, but doesn't know where to start.</p> <p>Mr. Lopez states that he loves anything fried and frequently eats fast food. He doesn't like "rabbit food."</p>	<p>You tell Mr. Lopez that fast food restaurants are bad and he shouldn't go there anymore or he will have a heart attack.</p>	<p>You ask Mr. Lopez specifically what kinds of foods he enjoys when he goes to fast food and whether he has tried any of the new healthier items many of them offer. You also ask him how often he goes, what sizes he orders and whether he sees any opportunity there to make a small change.</p> <p>You ask if he likes any vegetables or fruit and work with him to set a goal of increasing his intake gradually over the next 3 months to 5 servings a day.</p>
<p>AIM-HI Rationale In an advice-giving model, you may provide useful information that the patient is simply not ready to hear or act on.</p> <p>In the AIM-HI approach, you guide the patient to identify realistic options and set small goals.</p>		

Group Discussion

Discuss ways to approach patients with unhealthy dietary habits.

Using the AIM-HI Inventory to facilitate the process

To individualize your approach with the patient, the AIM-HI Inventory offers a patient snapshot of some key aspects: what areas of their lifestyle they may be interested in talking about and how ready they may be to make a change(s).

Challenges & Barriers

What are common barriers you might need ask about or address? What questions could you ask to determine any potential or existing challenges or obstacles for the patient? What other considerations could affect the patient's understanding of his health or readiness to address change? (Example: cultural background, living/work environment, safety issues, significant life events) How could you address these?

Key Questions: The Past, Present and Future

Build on the information from the patient's AIM-HI Inventory to engage in a conversation that moves the patient toward action. Based on the example given above, what else do you want to know?

Past: What kind of questions might you pose to the patient about his past eating habits?

Present: How can you determine if the patient is willing to make any lifestyle changes related to his eating habits at this time? What could you ask or say that might help move the patient from willingness to action?

Future: How will you help the patient recognize his motivation and determine his goal(s)? How can you help him make sure his goal(s) are inspiring yet realistic?

Role-Play Examples

Review the following patient scenarios. Discuss how you could approach patients in an AIM-HI patient-centered approach versus an advice-giving approach.

- Patient who comes in for a follow-up cholesterol check; is having difficulty adhering to the low cholesterol diet he found on the internet.
- Patient who is a young professional, enjoys working out regularly but dines out for most meals.
- Busy mom who wants to help her whole family eat healthier.

Approaching the Patient

Given the role-play examples provided for patients with unhealthy eating habits, review the following:

- How might the patient-centered approach offer a more effective dialogue than an advice-giving approach?
- What might you be willing to share with a patient about your own lifestyle choices and how might this influence the discussion?
- How might the patient express his or her interest in the conversation?
- What may make the patient more or less comfortable in the situation?
- What might make the patient more likely to take action?

Key AIM-HI Tools

Use the **AIM-HI Fitness Prescription** to record the patient's specific goals. Write down the opportunities, dose and benefits for one or more areas (physical activity, nutrition, emotional well-being).

If the patient is willing to track the choices he makes daily regarding physical activity, nutrition or emotional well-being, offer him the **AIM-HI Food & Activity Journal**.

Depending on her specific goals, this patient might benefit from one of the physical activity or nutrition Appendix sections of the AIM-HI manual.

Next Steps: Follow Up Plan

How will you wrap-up the conversation? What next steps and commitment could you elicit from the patient?

What relevant referrals could you offer the patient?

Identify how you could use the AIM-HI tools to assess progress in future visits.