

**Motivational negotiation guide**

General Negotiation Guidance	Specifics	Treatment of Childhood Obesity
<p><u>Starting out:</u> find out client’s story</p> <ul style="list-style-type: none"> <li>○ Open-ended questions</li> <li>○ Reflective listening</li> <li>○ Sensitive language</li> </ul>	<p>Find out what client desires for their child. What does eating and moving look like to them?</p> <ul style="list-style-type: none"> <li>○ If you could have anything you wanted...</li> <li>○ How would your child behave during eating?</li> <li>○ What foods would you want him to like?</li> <li>○ How do you want her to play – what would that look like?</li> </ul>	<ul style="list-style-type: none"> <li>▪ Determine whether child is at risk or is overweight.</li> <li>▪ Identify client’s recognition of the problem.</li> <li>▪ Identify client’s perspective on child’s weight.</li> <li>▪ Determine whether client has tried to address the issue in the past and what they have tried.</li> <li>▪ Determine client’s vision for their child’s eating, moving and weight.</li> </ul>
<p><u>Perform Eating and Moving Assessment</u></p>	<p>Use a checklist to determine what environment is like now.</p>	<ul style="list-style-type: none"> <li>▪ Assess specific eating, moving and social aspects of family environment that are impacting child.</li> </ul>
<p><u>Summarizing</u></p> <ul style="list-style-type: none"> <li>○ Feedback</li> <li>○ Confirmation to check accuracy</li> </ul>	<p>Expressing verbally what was heard.</p> <ul style="list-style-type: none"> <li>○ Let me make sure I understand...</li> <li>○ Let’s recap...</li> </ul>	<ul style="list-style-type: none"> <li>▪ Make sure that the assessment is accurate based upon client’s story and the responses to the assessment.</li> <li>▪ Identify points of intervention for behavior change.</li> </ul>
<p><u>Developing the discrepancy</u></p>	<p>Use contrasting statements like:</p> <ul style="list-style-type: none"> <li>○ On one hand, you would like...</li> <li>○ On the other, here is what it’s like now...</li> </ul>	<ul style="list-style-type: none"> <li>▪ Can include some information about child’s risk though must stop short of threat.</li> <li>▪ Determine whether client views child as having the potential for weight-related problems.</li> </ul>
<p><u>Providing information</u></p> <ul style="list-style-type: none"> <li>○ Give information regarding norms</li> <li>○ Talk about what most people think of as normal and how that doesn’t match what is needed</li> <li>○ Talk about the way it used to be</li> <li>○ What are others telling them – how is this information differs from other sources</li> </ul>	<p>Use a checklist as talking points</p> <ul style="list-style-type: none"> <li>○ Do you have any ideas about how much X your child needs to grow (develop, move) well?</li> <li>○ Wait for response – determine accuracy.</li> <li>○ Respond: Believe it or not – it’s only about XX. That’s a lot less than what most people think.</li> <li>○ What do you think about that – isn’t it amazing?</li> </ul>	<ul style="list-style-type: none"> <li>▪ Make this specific to this client/child, however provide information that serves as benchmarks for what is recommended for eating and moving.</li> <li>▪ Point out how the commercial environment influences our choices.</li> <li>▪ Be familiar with American Academy of Pediatrics position statements.</li> <li>▪ Avoid threats as they invoke resistance.</li> </ul>

General Negotiation Guidance (cont’d)	Specifics (cont’d)	Treatment of Childhood Obesity (cont’d)
<p><u>Dealing with resistance</u></p> <ul style="list-style-type: none"> <li>○ Stay “unplugged”</li> <li>○ Avoid roadblocks and traps</li> <li>○ Explore without an agenda</li> <li>○ If they get stuck – affirm that this is not easy</li> <li>○ Do not have resolution as the endpoint</li> </ul>	<p>Resistance = ambivalence; determine the source of ambivalence</p> <ul style="list-style-type: none"> <li>○ I can’t tell what you think about this</li> <li>○ Tell me what you’re thinking</li> <li>○ Tell me about a typical day</li> <li>○ I can see that this is very hard for you</li> </ul>	<ul style="list-style-type: none"> <li>▪ The fundamental source of parent ambivalence about child’s weight is based upon the fact that parents love their children and do not want to view them as less than perfect.</li> <li>▪ Parents are tired, overwhelmed and confused. They desire to do their best for their children based upon the resources available to them.</li> <li>▪ Parents who have a weight problem have a number of issues to overcome—their own, their family’s and their child’s.</li> </ul>
<p><u>Eliciting self-motivating statements</u></p> <ul style="list-style-type: none"> <li>○ Build self-efficacy and support client-driven process</li> <li>○ Recognition of problem</li> <li>○ Level of concern</li> <li>○ Intention to change</li> <li>○ Confidence</li> </ul>	<p>The client should be given chances to articulate her readiness and intentions.</p> <ul style="list-style-type: none"> <li>○ How is your child’s eating a problem right now?</li> <li>○ How concerned are you about her weight?</li> <li>○ If you were going to pick something to do to get closer to where you want to be – what would you choose first?</li> <li>○ What would that look like?</li> <li>○ Is this something you feel like you can do?</li> <li>○ What is the best you can do right now?</li> </ul>	<ul style="list-style-type: none"> <li>▪ While avoiding labeling children as “obese”, it may be fruitful for clients to acknowledge that their child’s extra weight results in some struggles.</li> <li>▪ If clients can articulate concerns about weight-related issues, they can begin to see why change is important.</li> <li>▪ Statements of realistic intention to change that are decided upon by the client indicate that she has moved to the preparation phase.</li> <li>▪ When clients design eating, moving and social goals, they are more likely to believe in them.</li> </ul>
<p><u>Negotiating a plan</u></p> <ul style="list-style-type: none"> <li>○ Remember that this is the <u>client’s</u> plan and the client determines the goals</li> <li>○ Write down the plan including goals, timeline and the steps to accomplish them</li> </ul>	<p>You may need to provide information to help client figure out where to start.</p> <ul style="list-style-type: none"> <li>○ What will you need to make this work?</li> <li>○ What is going to get in the way?</li> <li>○ This comes up for a lot of people – remember your vision – what you want to do it is to create a healthy environment for your child – and that is in everybody’s best interest.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Limit changes that are to be tried at one time.</li> <li>▪ A good combination would be to have one goal for eating, one for moving, and one for parenting /family communication.</li> <li>▪ You can give guidelines about where to start but it is imperative that the client set the final goals.</li> </ul>
<p><u>Closure</u></p> <ul style="list-style-type: none"> <li>○ Summarize and plan follow-up</li> <li>○ Telephone contact w/in 1 month or schedule another personal contact</li> </ul>	<ul style="list-style-type: none"> <li>○ We covered a lot today. Thanks for coming and good luck. I’ll see you...</li> </ul>	<ul style="list-style-type: none"> <li>▪ Sometimes clients are not up to change or setting goals. Be ready to accept the best that the client can do—even when that is just thinking about change.</li> </ul>

Opening the dialogue with parents of overweight children

Susan L. Johnson, Ph.D. & Madeline Sigman-Grant Ph.D.  
The Children's Eating Laboratory, UCHSC