Lifestyle Medicine Rotation Syllabus

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**HEALTH COACHING CONVERSATIONS:**

**THE KEY TO THERAPEUTIC LIFESTYLE CHANGE (TLC)**

Learning objectives:

1. Compare and contrast the expert and coach approach to goal setting
2. Identify the evidence base and psychological theories that support the use of the coach approach
3. Describe a 5 Step Cycle which can be used to guide health coaching conversations

**Health Coaching Conversations: The Key to Therapeutic Lifestyle Change**

Expert vs Coach Approach to Goal Setting:

1. Expert-Physician’s agenda
2. Treats and educates patients
3. Relies on skills and knowledge of expert
4. Strives to have all the answers
5. Focuses on the problem
6. Advises
7. Coach-Client’s agenda
8. Helps patients help themselves
9. Builds motivation, confidence, and engagement
10. Relies on patient self-awareness and insights
11. Strives to help patients find their own answers
12. Focuses on what is working well
13. Collaborates
14. Shift from advising to negotiating in health coaching conversations
15. Sharing knowledge
16. Listening
17. Asking questions
18. Addressing problems
19. Taking responsibility

Evidence Base for Coach Approach:

1. Studies demonstrate that health coaching led to improved health outcomes in:
2. Cardiovascular disease
3. Diabetes
4. Cancer pain
5. Asthma
6. Limitations of early studies
7. Small sample sizes
8. Lack of consistency with coaching specifics
9. Lack of long term follow up
10. Recent systematic reviews (2014, 2016) of health coaching
11. Improved physiological, behavioral, psychological, and social outcomes
12. Future research will benefit from including intervention details, clearer definitions of health coaching, and consistency in reporting Behavior Change Technique

5 Step Cycle to Guide Health Coaching Conversations:

* 1. Be empathetic
  2. Align motivation
  3. Build confidence
  4. Set SMART goals
  5. Set accountability

**References**

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