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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:

- A. Expert-Physician's agenda
 1. Treats and educates patients
 2. Relies on skills and knowledge of expert
 3. Strives to have all the answers
 4. Focuses on the problem
 5. Advises
- B. Coach-Client's agenda
 1. Helps patients help themselves

2. Builds motivation, confidence, and engagement
 3. Relies on patient self-awareness and insights
 4. Strives to help patients find their own answers
 5. Focuses on what is working well
 6. Collaborates
- C. Shift from advising to negotiating in health coaching conversations
1. Sharing knowledge
 2. Listening
 3. Asking questions
 4. Addressing problems
 5. Taking responsibility

Evidence Base for Coach Approach:

- A. Studies demonstrate that health coaching led to improved health outcomes in:
1. Cardiovascular disease
 2. Diabetes
 3. Cancer pain
 4. Asthma
- B. Limitations of early studies
1. Small sample sizes
 2. Lack of consistency with coaching specifics
 3. Lack of long term follow up
- C. Recent systematic reviews (2014, 2016) of health coaching
1. Improved physiological, behavioral, psychological, and social outcomes
 2. 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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- Kivela, K., Elo, S., Kynga, H., Kaariainen, M. (2014). The effects of health coaching on adult patients with chronic diseases: A systematic review. *Patient Education and Counseling*, 97(2), 147-157.