

# PRACTICAL STRATEGIES FOR OBESITY MANAGEMENT IN PRIMARY CARE

## Chapter 6 Effective Communication - Downloadable Resource

### Core Communication Skills

Open-ended Inquiry	
Goal	Strategy
<p>Open-ended questions are effective and usually start with "What," "How," "Tell me," "Describe for me," while closed-ended questions can usually be answered in very few words or with "yes" or "no" responses.</p>	<p><b>You may use open-ended questions such as:</b></p> <p>"What is your main concern about your eating plan?"</p> <p>"Tell me how you are doing with your physical activity. How are you getting the 150 minutes in per week we discussed last visit?"</p>
<ul style="list-style-type: none"><li>• Obtain a story . . . not an answer</li><li>• Search for the meaning . . . not just the facts</li></ul>	

*The main goal: Obtain the patient's story  
–be curious–  
Refrain from asking "Why?"*