

# *Health coaching*

## *an empowering demonstration*

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# *Aims*

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- *To understand the role of health coaching in primary care*
- *To introduce some coaching skills*
- *To demonstrate an effective framework for coaching interventions*



**KEEP  
CALM  
AND  
SEEK A  
HEALTH COACH**

# *What is health coaching?*

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“Coaching is unlocking people’s potential to maximize their own performance.”

***Timothy Gallwey***

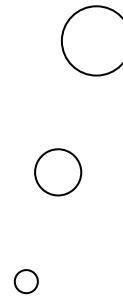
# *What is health coaching?*



**Past**

**Future**

# Coaching topics



# *Coaching*

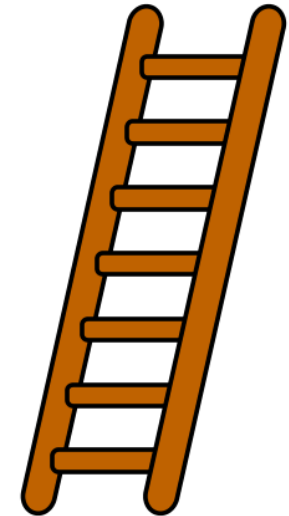
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During a coaching session your coach will walk by your side to help you to reach your ultimate goal and aspirations.

You will be encouraged to make decisions and take responsibility for these decisions

# Arnstein's Ladder

- *Tell (directive)*
- *Sell*
- *Consult*
- *Co-create*
- *Empower (non-directive)*





# *Health coaching is*

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*health knowledge*

+

*health recommendations*

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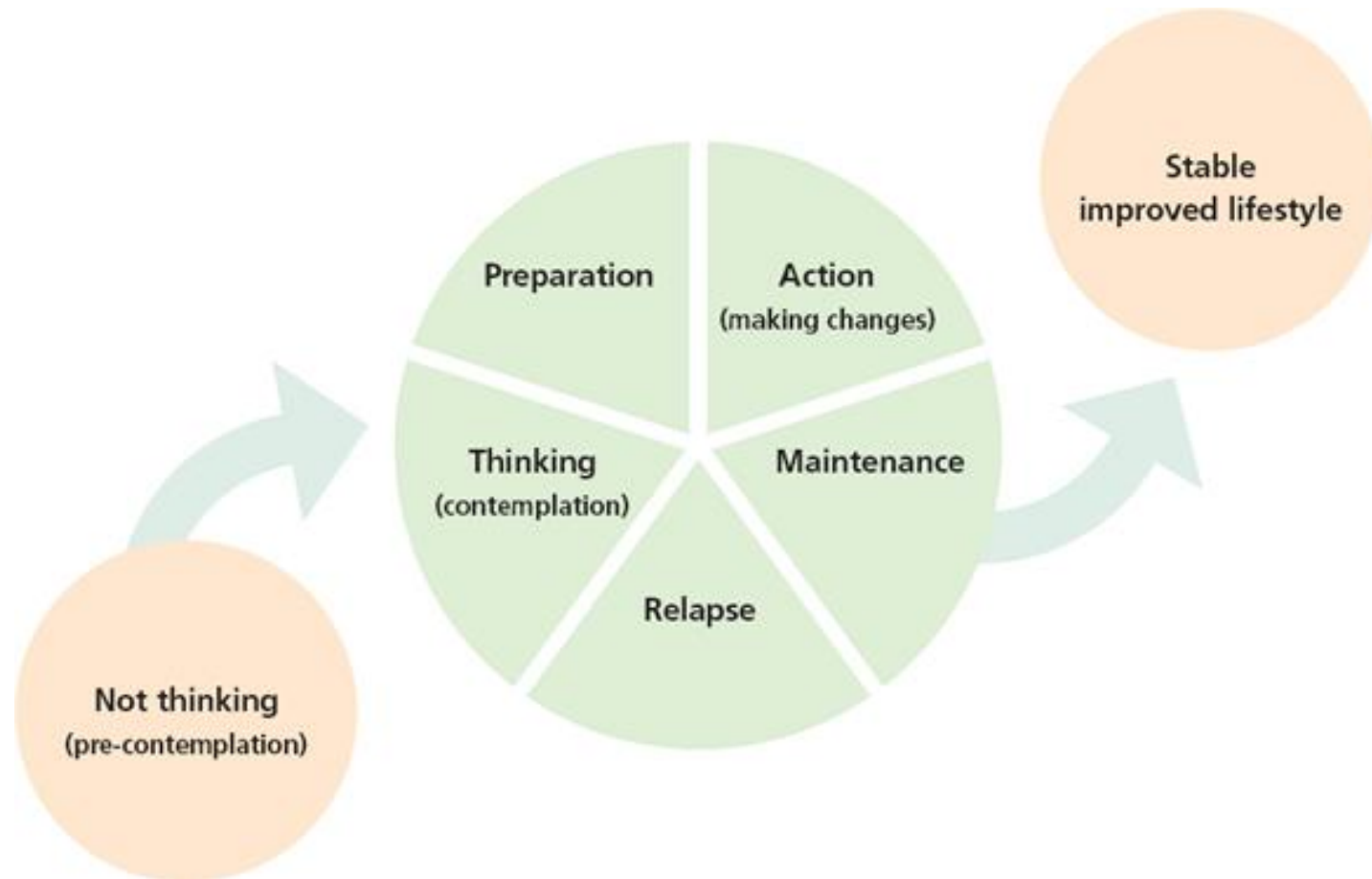
*behaviour change support*

# *Health coaching*

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- *Won't be applicable in ALL circumstances and at ALL stages*
- *Emphasis on:*
  - *chronic conditions*
  - *lifestyle changes*
  - *prevention*
- *Benefits for health practitioner and patient*

# *Behaviour change*



*Prochaska*

# *T-GROW model*

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*Topic*

*Goal*

*Reality*

*Options*

*What's next? / Way forward*

# *Topic*

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## *Problem or area to discuss*

What would you like to discuss today?

By the end of this session what will you be pleased to have accomplished?

What would you like to focus on today?

# *Goal*

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## *SMART*

*Positive*

*Motivational*

*Challenging*

*Personal*

*Possible*

# Goal

*Use open and non-judgmental questions:*

What do you want to achieve?

What will be different when you've achieved this?

Imagine you achieve your goal, how would you feel? What are the benefits?

# Goal

*A goal is a dream with a date...*





# *Reality*

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## *Assessing what the patient has done so far:*

What have you done so far towards achieving your goal?

What has stopped you from doing more?

Tell me about a time you have done something similar. What did you learn?

What resources do you have to help you?

# Options

*Try to find ideas from the patient:*

*What could you do that would move you one step closer to achieving your goal?*

*What else?*

*If you had all the time/money/power/energy in the world, what could you do?*

# *Options*

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*Coaching is not about giving advice, when you give advice you are mentoring.*

*Listen to the patient, reflect back, use silences ,  
nodding, eye contact....*

***Our patient is the expert!***

# *What's next? / Way forward*

*Assess what/when/how will the patient be taking their actions forward*

*Get the specifics, get commitment:*

Which option feels right for you?

When will you do that?

How will you do that?

What support do you need?

# *In General Practice...*

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*Coaching needs **active listening** and **empathy**:*

- *being able to recognize patient's emotions*
- *understanding patient's beliefs and values*

# Health coaching

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An empowering demonstration

***THANK YOU***

*Interested in free coaching sessions?*

*Contact me:*

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