



Clinical Tool – Patient Encounter Map

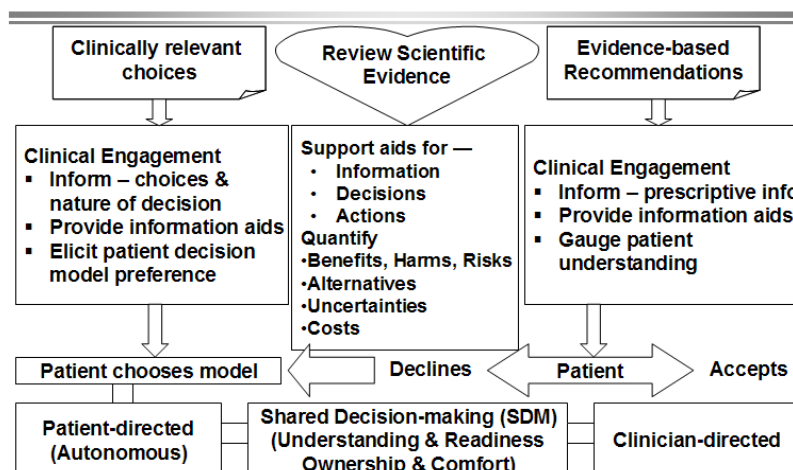
Optimal Encounters for Meeting Patients Needs = Information & Engagement

- ~ **Information** which addresses what patients want to know –
Benefits ✧ Risks ✧ Harms ✧ Uncertainties ✧ Alternatives ✧ Costs
- ~ **Engagement** by trusted clinicians and their teams in partnership with the patient applying –
Support ✧ Dialogue ✧ Reassurance ✧ Treatment ✧ Warmth ✧ Empathy ✧ Respect
- ~ **Accommodating** Patient Needs ✧ Values ✧ Preferences

Information Tips: Patients want to know, "What's in it for me?"

1. Acquire valid evidence and other relevant information, including quantifications of risk, decision support tools and action steps for the patient
2. Use the **Model for Engaging Patients in Medical Decision-making** below to consider a directive or non-directive approach based on: 1) whether you have reliable and clinically useful evidence addressing morbidity, mortality, symptom relief, emotional or physical functioning, or health-related quality of life; and/or 2) Patient preferences or mutually acceptable decision-making model
3. Plan patient messages for information, decision and/or actions considering **What Patients Want to Know**:
 - What do I have? What might I get? Why do I have it? How did I get it?
 - What might it do to me? What is unknown?
 - What choices do I have to deal with it? How will those choices affect me?
 - What's your advice? What do I do? How do I do it?
4. Keep in mind the ABCs of communications (accurate, balanced and complete enough) - consider glass half empty + glass half full = balanced approach
5. Consider key topical areas: prevention, screening, diagnosis, treatment, prognosis, follow-up, maintenance

A Model for Engaging Patients In Decision-making





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Engagement Tips: G-L-I-D-E through the patient encounter

- Attend to non-verbal cues you send, use positive talk, avoid negative talk, adopt non-judgmental attitude throughout

Greet	<p><i>“Good to see you!”</i></p> <ul style="list-style-type: none"> Prepare to give patient full attention and apply positive-talk principles Friendly greeting & personal opening Shake hands 	
Listen	<p><i>“You have my complete attention. Tell me why you’re here today.”</i></p> <ul style="list-style-type: none"> Listen to the patient’s story Do not interrupt Ask open-ended questions Keep patient-centered Ensure the patient has truly finished: “Anything else?” Demonstrate empathy-- understanding of patient’s needs, problems, feelings, views 	<p>Emotions?</p> <ul style="list-style-type: none"> ~ Acknowledge the emotion (upset, stressed, sad, afraid) ~ Support the patient (“I will help you through this.”)
Inquire & Exchange Information	<p><i>“I am going to examine you now. Here’s what I am about to do...”</i></p> <ul style="list-style-type: none"> Keep patient informed during the exam → Save time and do your review of systems during your exam of that system Elicit patient’s feelings, ideas and point-of-view If screening, be aware that high rates of biomedical questioning may be associated with low patient satisfaction (Beck 02 PMID 11841136). Consider limiting questions to what needs to be asked and otherwise offer information → 	<p>When doing an exam...</p> <ol style="list-style-type: none"> What I’m about to do... What you will experience... Here’s what I found... <p>Questioning Patient vs Providing Information? <i>“Are you experiencing hot flashes?” vs “If you are having hot flashes, I can give you some information.”</i></p>
Determine & Decide	<p><i>“Here’s what I found; here is information on that which we can review together; here’s what you need to decide...”</i></p> <ul style="list-style-type: none"> Provide information including communication tools: information, decision support and action aids Facilitate patient’s preferences and values for decision-making style, then - depending on patient’s choice of decision-style - facilitate decision Discuss next steps 	
End	<p><i>“Do you understand?” & “Have I missed anything?”</i></p> <ul style="list-style-type: none"> Ensure patient understanding over problem, agreement, plan and subsequent steps Write down key information for the patient to give to them Arrange for next steps Pleasant close 	

