

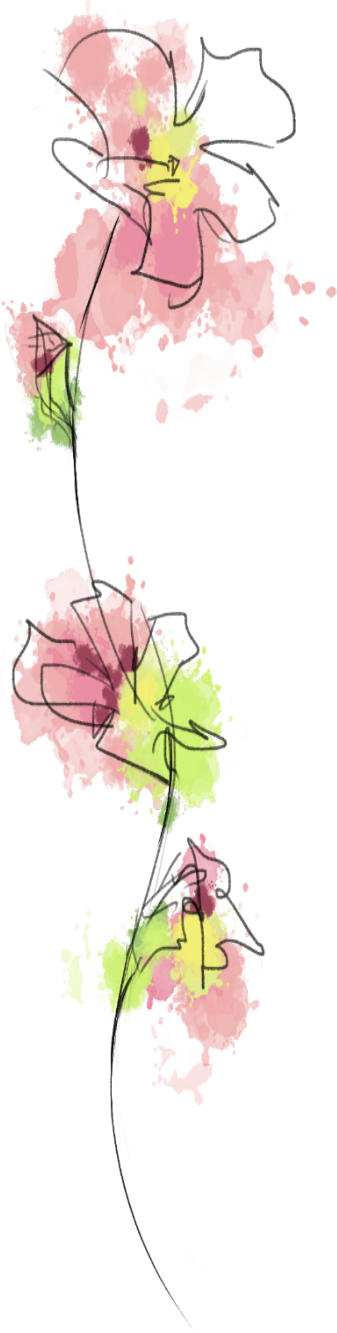
Motivational Interviewing For Weight Management: The OARS Clinician Tool

*Help Clients Lose Weight & Keep It Off
Through Behavioral Change*



(Pre) Menopause Matters: Early Learning for a Healthier Future
APTA Combined Sections Meeting Handout
Denver, Colorado: February 13, 2020

What is OARS?



OARS is an evidence-based tool for motivational interviewing any clinician can employ to help clients make healthy behavioral choices for weight loss and management.

OARS stands for...

- Open-ended
- Affirmation
- Reflection
- Summary



OARS Clinician Tool For Weight Management: Motivational Interviewing

1. Ask open-ended questions

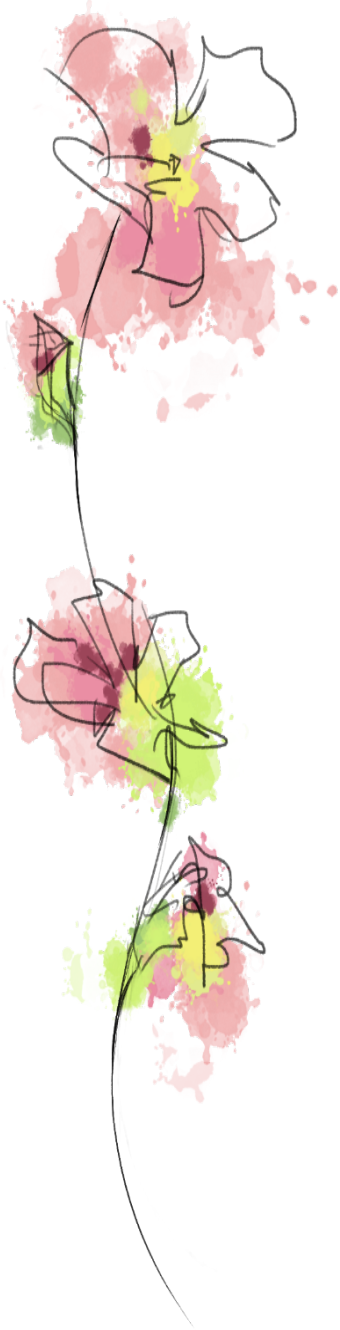
- Examples:

How can I help you today?

What's been going on with you since we last met?

What is one habit you can change that you think might help you lose weight?

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#2: Recognize and affirm client's accomplishments

- Small accomplishments count
 - acknowledge progress!
- Avoid cheerleading, but provide genuine encouragement
- Clients can be motivated to continue progress with positive feedback

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#3: Try reflective listening

- Don't speak, listen!
- Let your patient's express their thoughts in their words
- Summarize their words & say it back to them – start a conversation!
- For example...

Client: I wish I had time to exercise

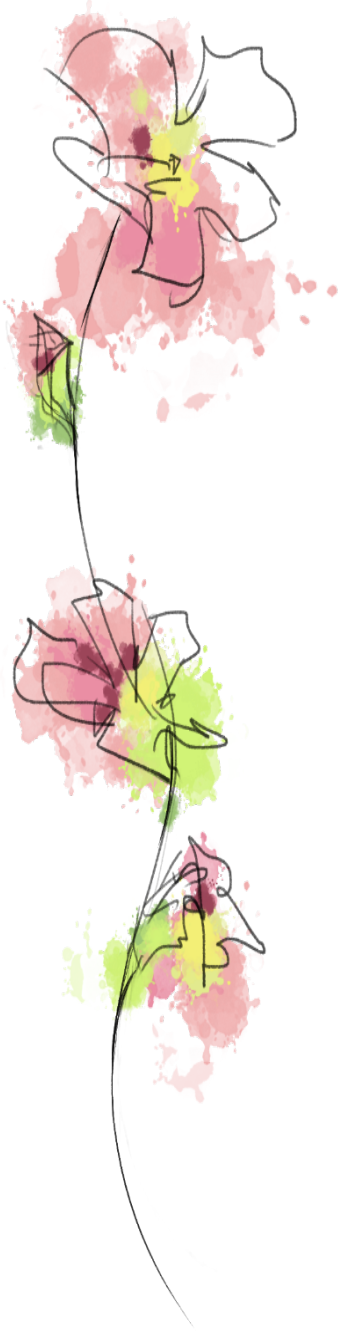
You: You don't exercise often?

Client: No, I work full time

You: You don't exercise because you are working?

Client: Yes, I'm too tired to go to the gym

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#4: Summarize

- Summarize the conversation
- Recap the main points
- Allow the client to correct any misunderstandings
- Allow the client to add any additional information
- End with an open-ended statement. Example:

I'm wondering how you are
feeling at this point...

I'm wondering what you think
your next step might be...

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#5. Clinician Tips

- Let the client set the goals
- Let the client identify barriers and possible solutions
- Behavioral change is a journey; not everyone is ready to commit yet
- Small changes result in new healthier lifestyle habits over time
- Consistency is the key to success
- Practice, practice, practice!

Source: Stewart, E.E., & Fox, C.H. (2011)
Encouraging patients to change unhealthy behaviors with motivational
interviewing. Family practice management, 18(3), 21.

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