



CoroPrevention

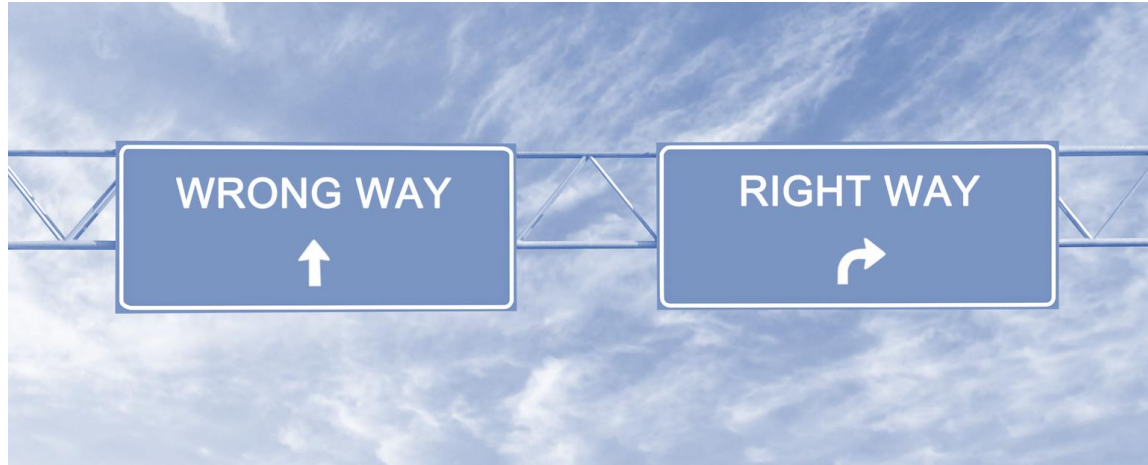
PERSONALISED PREVENTION FOR
CORONARY HEART DISEASE

Shared decision making and motivational counseling

www.coroprevention.eu



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 848056



Lifestyle changes are the right way, yet..

- Only half of eligible patients **take up** cardiac rehabilitation when offered
- Half of enrolled patients **complete** cardiac rehabilitation
- **Adherence** to changes in the long term is low

Lifestyle changes are the right way, yet..

- Only half of eligible patients **take up** cardiac rehabilitation when offered
 - Half of enrolled patients **complete** cardiac rehabilitation
 - **Adherence** to changes in the long term is low
- > Change in outcomes can only follow from **patient behaviour change**

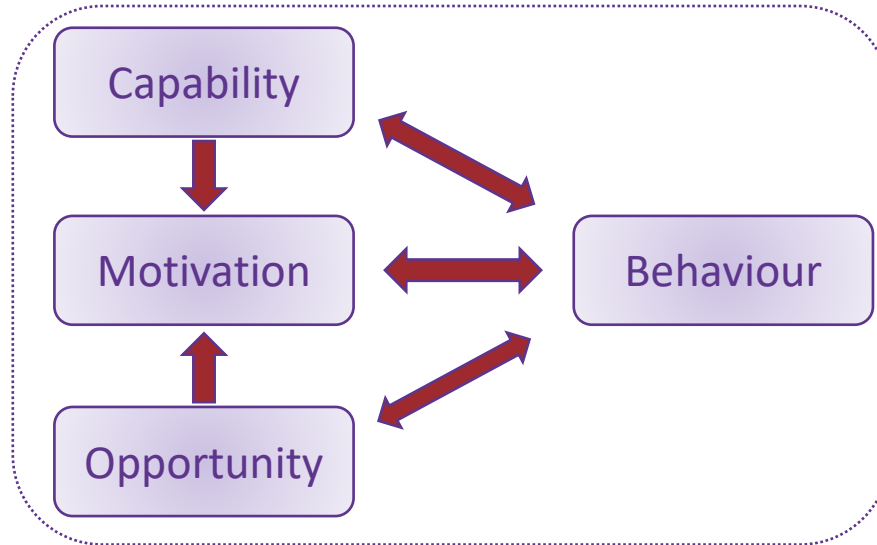


Behavior change is difficult

- Patient may not want to change at this moment
- Knowledge is essential but not enough
- High motivation to change does not guarantee change

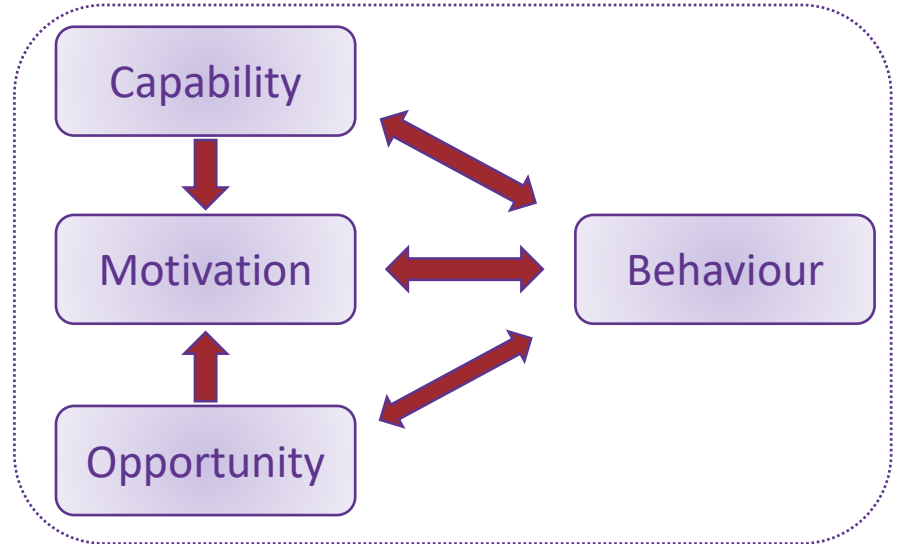
So how can we optimally support change?

Predicting behaviour



Supporting behaviour change

“Helping people help themselves”



Basic approach

- Partnership

“Let’s see how we can work together on ...”

- Autonomy-supportive

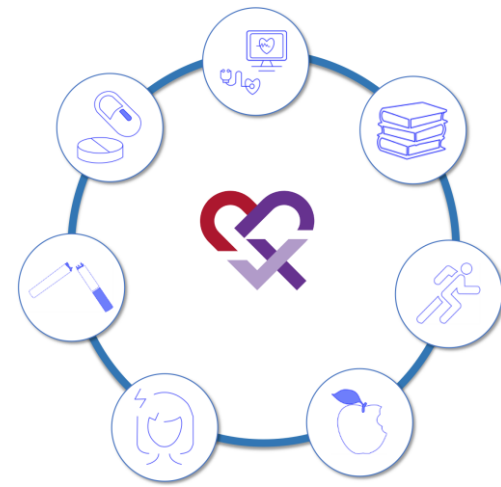
“The decision is up to you.”

- Expressing empathy

“I know, this is not easy.”

Shared-decision making

- Healthcare provider informs, encourages, and guides
 - Risk factors and behavioural goals
- Making decisions together in the context of multiple options
 - Patient preferences: from initial preferences to informed preferences
 - Respecting autonomy
- Decision = outcome
 - Team talk > Option talk > Decision talk > Decision



Shared-decision making

CoroPrevention Alpha 001001 / 001002 / 001003 / 001004 / 098001 / 099001

coro-001001-188 (1993)

Ruben Pauwels

coro-001001-188 129/87 mm Hg 89 kg 37.04 kg/m² LDL: 204 mg/dL 13.8 % Medium Sedentary Low Occasional Smoker Low Beginner End encounter

Your journey to a healthy lifestyle

Status → Goal setting

BEHAVIOURAL GOALS OUTCOME GOALS

	Status	Motivation
Medication adherence	Medium	Moderate
Start moving	Sedentary	High
Healthy nutrition	Low	Moderate
Smoke-free living	Occasional Smoker	High
Stress relief	Low	Low

Decision

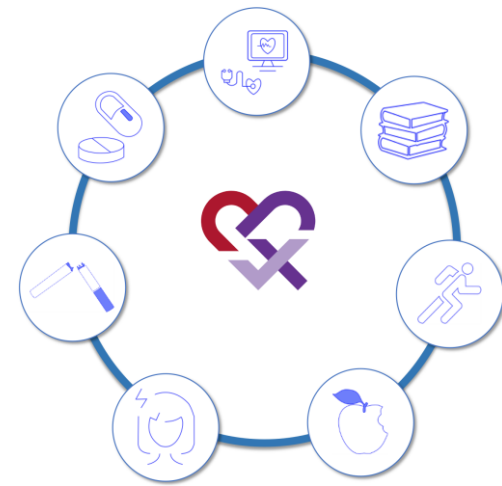
Inactive	Start action	Monitored action	Maintained behavior
		Medication adherence	
	Start moving		
			Healthy nutrition
Smoke-free living			
Stress relief			

< Previous step

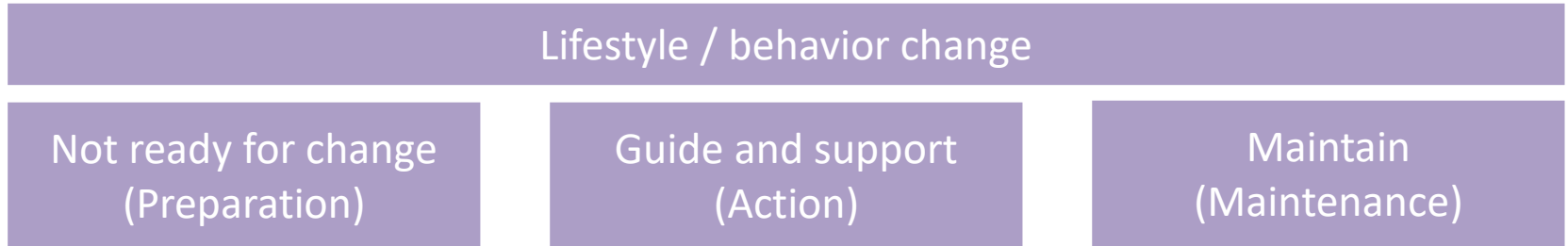
- Sit together
- Sharing info
- Deciding together
- Patient agency
- Expert opinion

Single versus multiple behaviour change

- Pro single behaviour change:
 - Changing behaviors takes effort
 - Compensatory health beliefs
“I am already eating much healthier, I don’t need to exercise”
- Pro multiple behavior change:
 - Spillover effects
“I can do it! I have been able to change my diet, I can also change my physical activity levels”
 - Interactions e.g. preventing weight gain from quit smoking by exercising
- Dependent on patient preferences but small success experiences are motivating in itself



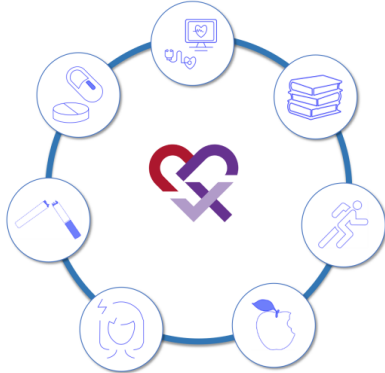
Behaviour change is a process



Motivational counseling

- Tuning in on (fluctuating) levels of readiness for change

Determine together with the patient what to discuss and work on (or not)



Motivational counseling

- Tuning in on (fluctuating) levels of readiness for change
- Assist in reflecting on ambivalence concerning behaviour change

What are reasons for the patient to change? What are the barriers?

Healthy nutrition

1 2 3

Status → Goal setting



My overall diet is excellent.

Reported on 23/02/2024

Nutrition-score: 46%

Reported on 23/02/2024

Healthy nutrition challenges

- Price
- Social group opposition
- Lack of self-restraint
- Lack of willpower

Reported on 23/02/2024

< Go to journey

Next step >

Motivational counseling

- Tuning in on (fluctuating) levels of readiness for change
- Assist in reflecting on ambivalence concerning behaviour change
- Rolling with resistance



Motivational counseling

Supportive questions:

- Why is it important for you to change?
- How would that make you feel?
- How confident are you that you can make the change on a scale from 1 to 10? (Why not a lower number?)
- What have you learned from previous attempts?

Motivational counseling

Supportive responses:

Compliments and positive feedback

- “Well done!”
- “While it is hard for you, you keep on going for it”

In summary

- Team up with the patient
- Shared-decision making supported by the dashboard
- Motivational counseling to select and support change goals



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**Thank you for your
attention!**

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