

Abstract (200 word limit per AAFP)

Brief Negotiated Interview: A Tool for Counseling Overweight and Obese Patients?

Background and Purpose

Overweight and obesity is an epidemic in the United States effecting more than half of the population. This can lead to many diseases, such as heart disease, diabetes, hypertension, and cancer. Motivational Interviewing (MI) has been proven as an effective practice to work with overweight and obese patients.

Methods

12 patients with a BMI of 27 or greater were enrolled in a cohort study using weekly Brief Negotiated Interviews (BNI) via telephone to discuss obesity and improve habits to obtain a goal chosen by each patient to improve their weight. Change in readiness, motivation, and confidence to change were measured over a period of twelve weeks.

Conclusions

BNI is a positive tool to use in a population when discussing obesity. While the participants did not complete the 12 week treatment program, there was improvement in readiness, confidence, and motivation to change. This demonstrates the potential effectiveness of this tool in obesity management.

Implications for Practice

Primary care providers may benefit from using BNI in practice when discussing obesity management. Further studies should be done to determine the best modality to implement this, whether through weekly phone calls or in-office MI. Studies should also be done to determine if weight loss can be achieved.

