

## Identifying and agreeing goals



**Unit:** Planning exercise referral programmes with patients

## TASK: consider the following

*How would you identify client goals?*

## Identify goals

Through consultation with the client and use of motivational interviewing skills:

- Ask them what they would hope to achieve
- Listen
- Reflect back what you hear to clarify

## TASK: consider the following

*What possible goals may clients want to achieve through exercise referral?*

# Goals of referred patients

May include the following outcomes:

- Improve overall health and quality of life
- Reduce pain
- Improve ability to function
- Find and use suitable coping strategies
- Prevent further decline in health
- Increase knowledge and understanding of symptoms
- Manage symptoms

# Broad outcome related goals

Get  
fitter

Feel  
better

Lose  
weight

But how can we  
measure these goals?

# Goal setting

Goals may:

- Relate to activity, lifestyle changes and adherence
- Short, medium and long term
- SMART formula
- Process focused or outcome focused

# SMART goals

- **Specific**
- **Measurable**
- **Achievable**
- **Realistic**
- **Time-bound**





## SMART behavioural goals

- Can be tailored as 'bite size chunks'
- More achievable and realistic for specific client needs
- Once achieved and sustained, they may increase motivation towards making further changes.

## Example starter goals:

- To eat one piece of fruit on one day (for a client not eating fruit or vegetables)
- To attend a referral group class on 2 days in the next week
- To move (walk, housework, gardening) for 10 minutes on a specific number of days (for an inactive or sedentary client)
- To have one day alcohol free (for a client who drinks a glass of wine every evening)

# Readiness?

Not at all ready

100% ready



Ask open questions to explore, e.g.

- What would you need to help you to move to level 3?
- Why level 6 and not level 5 or 7?

# TASK

*Think about something you would like to achieve*

*Write this as a SMART, behavioural focused goal.*

# Is your goal?

- **Specific**
- **Measurable**
- **Achievable**
- **Realistic**
- **Time-bound**

# How ready do you feel?

Not at all ready

100% ready



Ask open questions to explore, e.g.

- What would you need to help you to move to level 3?
- Why level 6 and not level 5 or 7?

## TASK: consider the following

*When may you need to involve others with client goals?*

*Who would you involve?*

# Involving others in goal setting

When?

- To identify goals and targets
- Multi-disciplinary working
- Holistic care
- Support and motivation
- Assist adherence



# Involving others in goal setting

Who?

- family members – partner, spouse, sibling etc
- other health professionals – GP, nurse, specialist, referral scheme coordinator
- community members – carers or support workers, rehabilitation staff, or anyone who could contribute useful insight
- friends - anyone with whom the client feels comfortable

## TASK: consider the following

*Why is it important to review progress towards goals?*

# Reviewing progress towards goals

Keep a record of goals and review regularly to:

- Identify and affirm successes
- Increase motivation
- Identify and address obstacles to progress
- Increased adherence
- Actively involve the client in goal setting and reviews

# Consider

Goals may need to be regressed if:

- Condition deteriorates
- Change in symptoms
- Lapse
- Relapse

