

Sharing Knowledge About Immunisation





Challenging, sure.





influence providers influence vaccination behaviour

SO







KEEP CALM AND CARRY ON VACCINATING

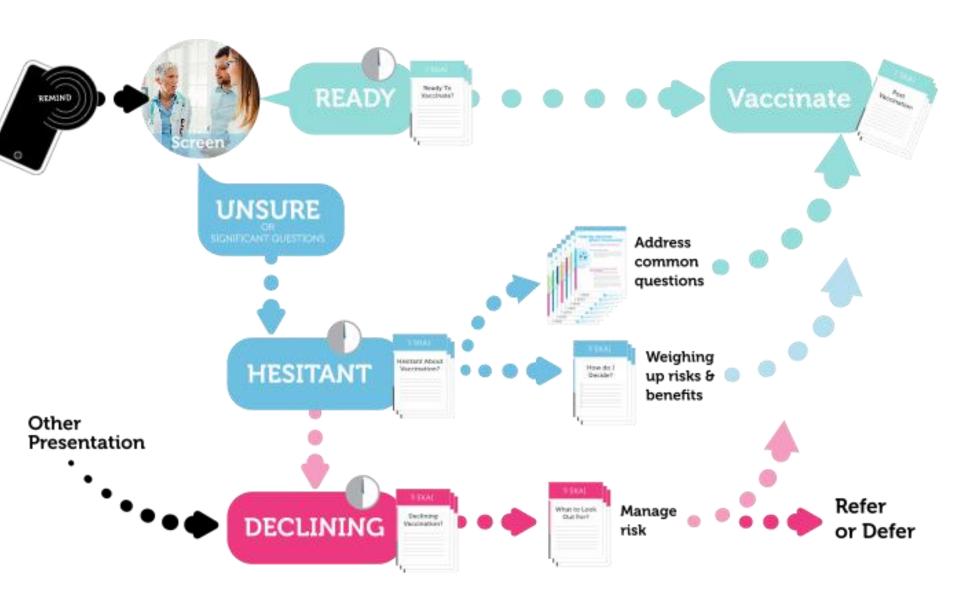
Refutations to Anti Vaccine Memos





So we developed







Solidarity & Involvement

"Then we can talk about some of your concerns"

"The options we have ... are"





Confidence

"I am not concerned."

"I'd love to talk more about this."

I can see that is ...

"deeply worrying" "unpleasant" "serious"





Validation

"It would be worthwhile for you."

"I think it is worthwhile to do."

"How horrible!"





Engagement

"I understand you're here because you have some questions ..."

"My advice is to immunise ..."





Another clinical conversation

[Three quarters of way through consultation with 'Amerita and Hosea']

Mother: No I think that just we had a very difficult labour with her and she was born with an Apgar of three and – oh sorry, four, and after a minute she was Apgar nine, her score was nine. So all doctors we've seen said that she's okay but still –

Dr: Oh so you have a nagging worry?

Father: Exactly

Mother: That's the reason he asked you about the neurological things.

Father: That's the reason ...





UNDERSTAND

EMPATHIS

NORMALISE

the Relationship

SUPPORT

RECOGNISI

RESPONI

Screening

- GREETING AND INITIATION
- GENERAL INFORMATION
- MODIFY GOALS

- 2. Eliciting
- PURPOSE OF THE VISIT
- INTENTION
- VIEWS OF THE PARTNER
- QUESTIONS AND CONCERNS
- Structuring Information
- CHUNK & CHECK
- 4 Harnessing change talk
- RECOGNISE
- RE-INFORCE
- ELICIT
- AMPLIFY
- 5. Recommending (and vaccinating)
- 6. Planning and Closing
- BOOK NEXT APPOINTMENT
- OFFER CONTINUED CARE
- ANTICIPATORY GUIDANCE
- REBOOK OR REFER

SET AGENDA

RESPOND

Establish & Maintain **Structure**

PRIORITISE

SIGNPOST

RE-ORIENT







Ackowledgements

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