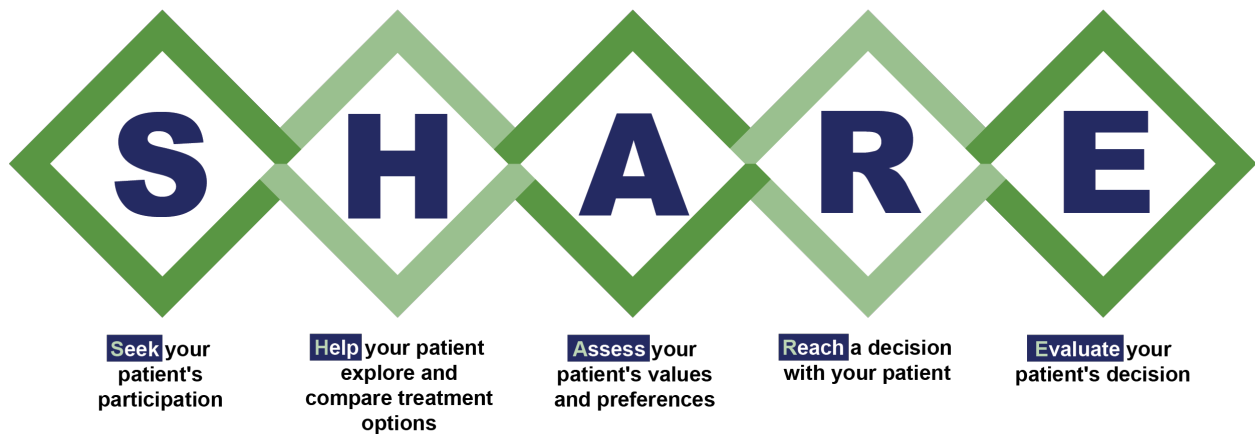


The SHARE Approach: Conversation Starters



The SHARE Approach provides five elements to guide shared decision-making discussions with patients. These can be used in any order, and you may need to use some of the elements multiple times to reach a decision with your patient.

Below are some examples of conversation starters for each element of the SHARE Approach that may be helpful in your practice. Make these examples your own by using words and language that you would typically use with your patients.

Conversation Starters

S = **SEEK** your patient's participation

- > "Now that we have identified the problem, can we talk about your options and what to do next? I want to get your input about what you feel is right for you."
- > "Can we go over the options so we can find a path that works for you?"

Language to use if your patient asks "What would you do?"

- > "I'm happy to share my views and help you reach a good decision. Before I do, would you like more details about your options?"

H = **HELP** your patient explore and compare treatment options

- > "Before I go too far into my explanation, what have you heard about [condition/treatments for condition]?"
- > "Let me list the options before we get into more detail about each of them."

Exploring PROS and CONS

- > "Let me tell you what the research says about the benefits and risks of the medicines you are considering."
- > "The treatments I just described are not always effective for everyone, and the chances of having side effects can vary from one person to another."

When introducing DECISION AIDS

- > "This is called a decision aid. It's meant to help you think about the pros and cons of each option and to help you make a decision. We can talk about this together."

Check for UNDERSTANDING

- > "To make sure that I've explained things well, can you tell me what you understand about these options?"

A = **ASSESS** your patient's values and preferences

- > "As you think about your options, what matters most to you?"
- > "Which of the options fits best with your goals we've discussed?"
- > "Before we make a decision, I'd like to understand more about what's important to you."
- > "Is there anyone else that you would like to be involved in making this decision?"

R = REACH a decision with your patient

- > "It is fine to take more time to think about the treatment choices. Would you like some more time, or are you ready to decide?"
- > "What additional questions do you have for me to help you make your decision?"
- > "Which of these potential side effects worries you the most?"
- > "Are there other people that you want to talk to in order to help you make this decision?"
- > "Now that we've had a chance to discuss your options, which option do you think is right for you?"

E = EVALUATE your patient's decision

- > "Just to be sure about your decision, is there anything that may get in the way of doing this that we should talk about?"
- > "Let's plan on reviewing this decision next [appropriate timeframe]."
- > "If you feel this plan isn't working for you, please schedule a followup visit so we can plan a different approach."

