

PREVIEW_ David and Jen Unwin - Interview (Manchester 2017) 1

Dr. Andreas Eenfeldt: So let's say your patient says that they want to lose weight and you press them on what's behind that, what kind of things do you hear?

Dr. David Unwin: All sorts of things. So many of them might say, "I'd like my tummy to be a bit smaller" and I'd say, "What difference would that make to you?" And then they might say, "I'd like to wear jeans again", or "I'd like to wear more fashionable clothes", or "I just don't like the look of it", and these things, "so then how might my life be?"

Some people are very specific, I remember one lady and she said-- You remember her as well. She said, "I've always worn black." And it was so interesting when I said, "How would your life be different?",

she said, "I'd just like to wear colorful clothes again, because I've just worn black because that's how I hide my weight." So that became for her a very specific goal. And eventually I remember she turned up in a wonderfully flowered dress. We were together, weren't we.

Dr. Jen Unwin: She came to the group in this amazing dress, didn't she, and everybody was so happy for her.

Dr. David Unwin: So she I think-- You try and make it... You make it more real for them so that you take them into the detail of what it is they are hoping for and how their life might be better.

Dr. Jen Unwin: Being able to really see a better future, which brings the motivation. It's like a kind of pull to a better future when they can see it's like a beacon, like a lighthouse pulling them forward and helps people to have that direction in terms of what behavioral choices they are making. And maybe when things get a bit tough, that's still the beacon shining, and they'll remember why they're making these maybe sometimes difficult choices that kind of pulls people forward.

Dr. David Unwin: I think very often we rush into like, "Great, you want to lose weight? This is how you do it." And we've missed an opportunity that doesn't come back again. And that is this idea of a preferred future, this motivating thing. I think doctors, particularly psychologists, that's exactly... you're good at that, but as a

doctor, as a young doctor I was wanting to tell patients what to do and I was doing that before we'd established why they do this thing and clarity of why and how would it be better is worth some of your time.