



Module 7 Providing Advice - Offering Nutrition Education

Handout: Explore-Offer-Explore

Instructions: People usually change based on what they say and think themselves; not what someone else tells them. Sometimes the best advice is to not advise at all. Review this handout and consider using this technique when giving advice or education. Please refer to the next page for phrases and words to avoid when offering advice.



EXPLORE	Ask what the participant:	Suggestions:
 <p>(the top layer)</p>	<ul style="list-style-type: none"> ◆ Already knows ◆ Has heard ◆ Has already tried ◆ Would like to know 	<ul style="list-style-type: none"> ◆ What do you know about fluoride? ◆ So, what have you heard about breastfeeding? ◆ What veggies have you tried? ◆ What would you like to know about iron?
<p>OFFER</p>  <p>(the filling)</p>	<ul style="list-style-type: none"> ◆ Ask permission ◆ Offer information ◆ Be brief - give one or two simple facts 	<ul style="list-style-type: none"> ◆ Can I share with you what WIC recommends about this? ◆ The Academy of Pediatrics recommends no more than 2 hours of TV watching a day.
<p>EXPLORE</p>  <p>(the bottom layer)</p>	<ul style="list-style-type: none"> ◆ Find out what the participant knows or thinks about the advice you offered 	<ul style="list-style-type: none"> ◆ What do you think about this? ◆ How could you see yourself using this information? <p><i>Note: This may be the participant's "Next Step".</i></p>

Restrictive Language

Words and phrases to avoid when providing advice:

- ♦ You should
- ♦ You need to
- ♦ You really can't
- ♦ You've got to
- ♦ It's important that you
- ♦ You must