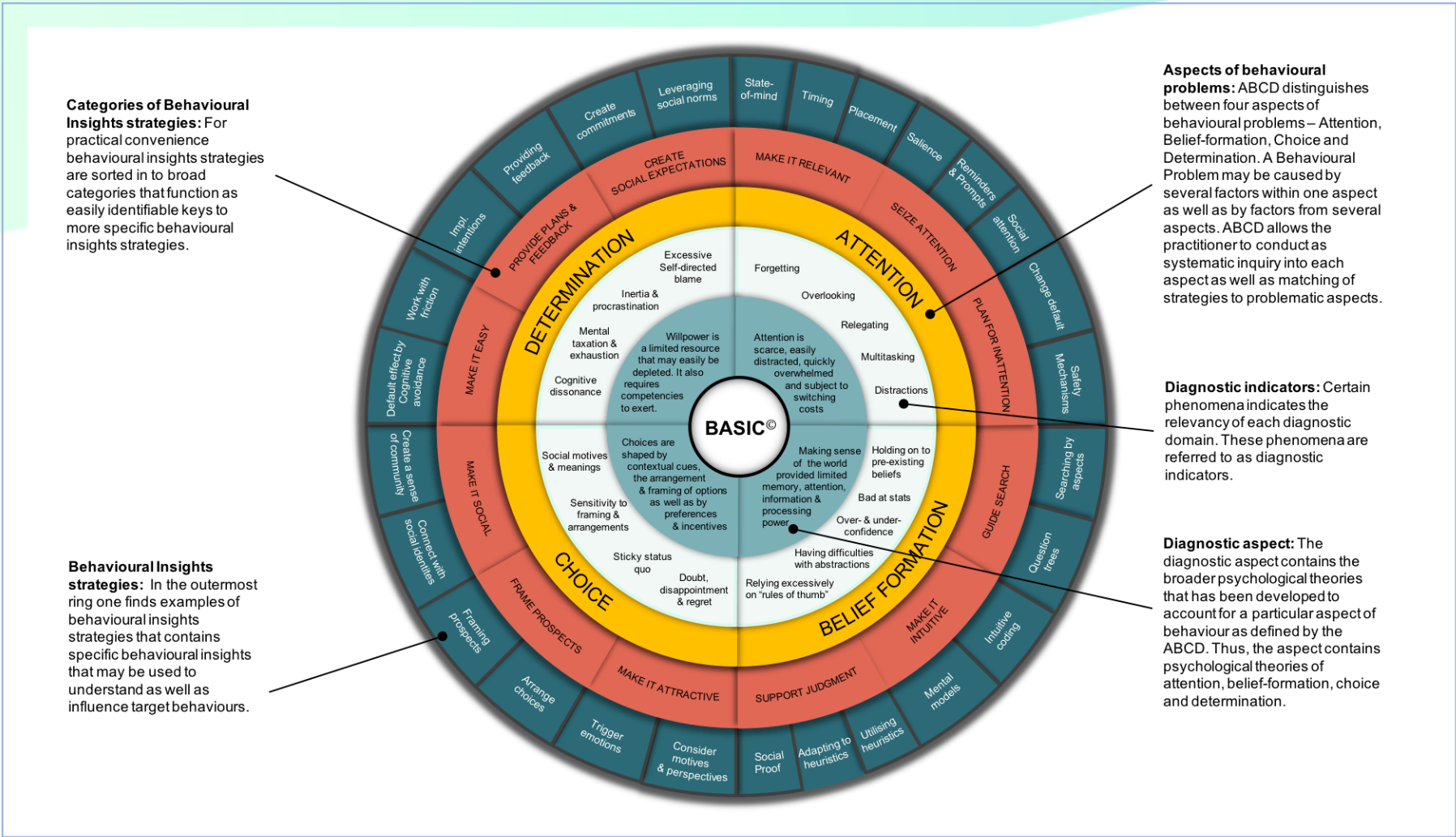


DETERMINATION
Inertia & procrastination

Using behavioural insights to strengthen your change theory.

Practical applications for improvement

Exercise: Use the ABCD wheel to give each quote a ‘theme’ (aspect of behavioural problem) and ‘diagnostic indicator’.



It is Friday. I'll wait until Monday.

I don't want to risk the health of the patient.

If I switch, the patient will be discharged.

I have previous experienced that the patient got worse.

Do I know the oral substitute?