

EMPLOYEE'S ROLE

The Situation: You filled out a health questionnaire at work, and had a blood pressure reading and blood test as part of a company-wide effort to improve employee health. Now you have been called in to see the company nurse. You have been a hard-working and loyal employee for 15 years. You're not looking forward to this session, because you know you are overweight, besides which you will probably be told to quit smoking, but you don't think there is anything you can or want to do about it.

Your Home Situation: You lead a busy life, and have a spouse (she also works) and 3 children. You don't have much time in the way of recreation, besides going out for a meal and some drinks with your spouse and friends on Saturday nights. You drink a 6-pack of beer most nights, but don't see this as a problem. You like your food, and though you are a bit overweight you're not really concerned about it.

The Session: Though you're not looking forward to the session, you don't plan to be rude to the nurse. You only have 10 minutes to talk because your boss wants you back in the office to work on a big project.

NURSE'S ROLE

The Situation: You are a busy, no-nonsense, occupational health nurse. Your company has encouraged you to conduct health screenings among the employees. Having done this you are feeding back the results of a health care screen to an employee. You have only 10 minutes for your first discussion with this person.

The Client: The person is clearly overweight, also smokes, and drinks about six beers a night. Both blood pressure and cholesterol are elevated, and you are concerned about this person's diet and weight. The employee is married, has three children, and has been working with the firm for 15 years.

Your Task: Try as hard as you can to convince this person to do something about his or her diet, smoking, or drinking. This is a serious matter and you do not have any time to "mess around" by playing "counselor". Your job is to "talk some sense" into this person and get them to change their bad habits.