

# How to influence practice change: A practical workshop.

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Gordon Doig and Suzie Ferrie  
RNSH and RPAH  
[www.EvidenceBased.net](http://www.EvidenceBased.net)  
gdoig@med.usyd.edu.au

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ESPEN Guideline

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## Recommendation 56

In patients with refeeding hypophosphatemia ( $< 0.65$  mmol/l or a drop of  $> 0.16$  mmol/l), electrolytes should be measured 2-3 times a day and supplemented if needed. Grade recommendation: GPP, strong consensus (100% agreement)

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In patients with refeeding hypophosphatemia energy supply should be restricted for 48 h and then gradually increased. Grade recommendation: B, strong consensus (100% agreement)

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# *Early PN Trial: Site selection visits.*

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100% (33/33) responded "Yes"



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*How do you convince/influence your intensive care clinicians to reduce caloric intake during the management of refeeding syndrome?*



## Key References

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ESPEN guideline on clinical nutrition in the ICU. *Clinical Nutrition* 2019;38:48-79.

Boot R, Koekkoek KWAC and van Zanten ARH. Refeeding syndrome: relevance for the critically ill patient. *Curr Opin Crit Care* 2018, 24:235–240.

Doig GS, Simpson F, Heighes PT et al. Restricted versus continued standard caloric intake during the management of refeeding syndrome in critically ill adults: a randomised, parallel-group, multicentre, single-blind controlled trial. *Lancet Respiratory Medicine* 2015;3:943-952.





## *Efficient and effective change*

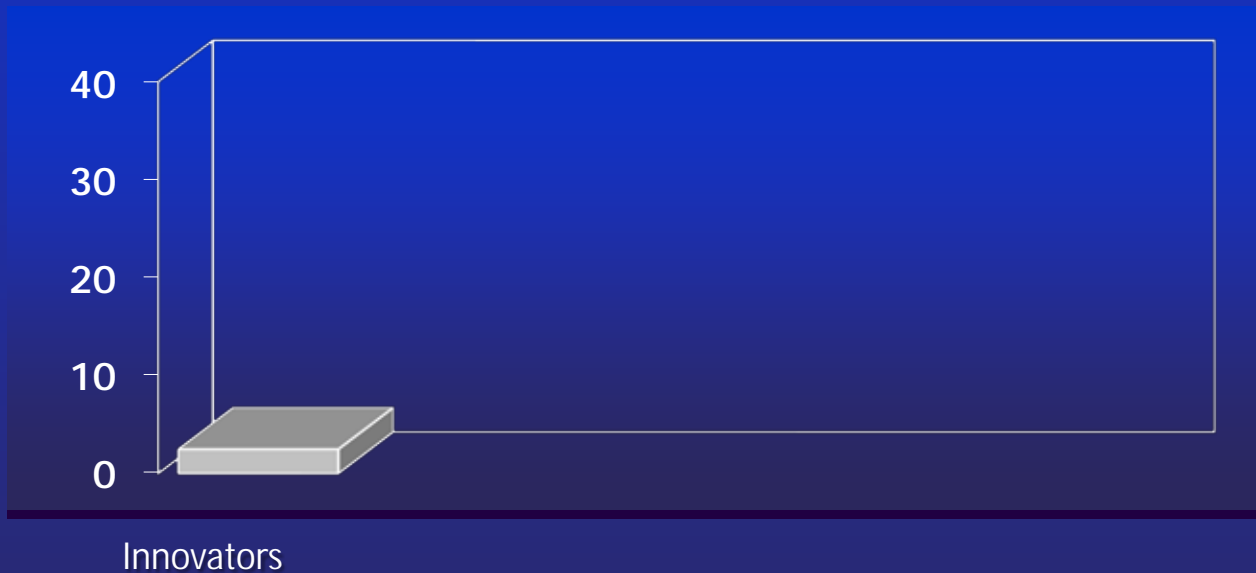
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Add tincture of time (Be patient, change takes a long time!)



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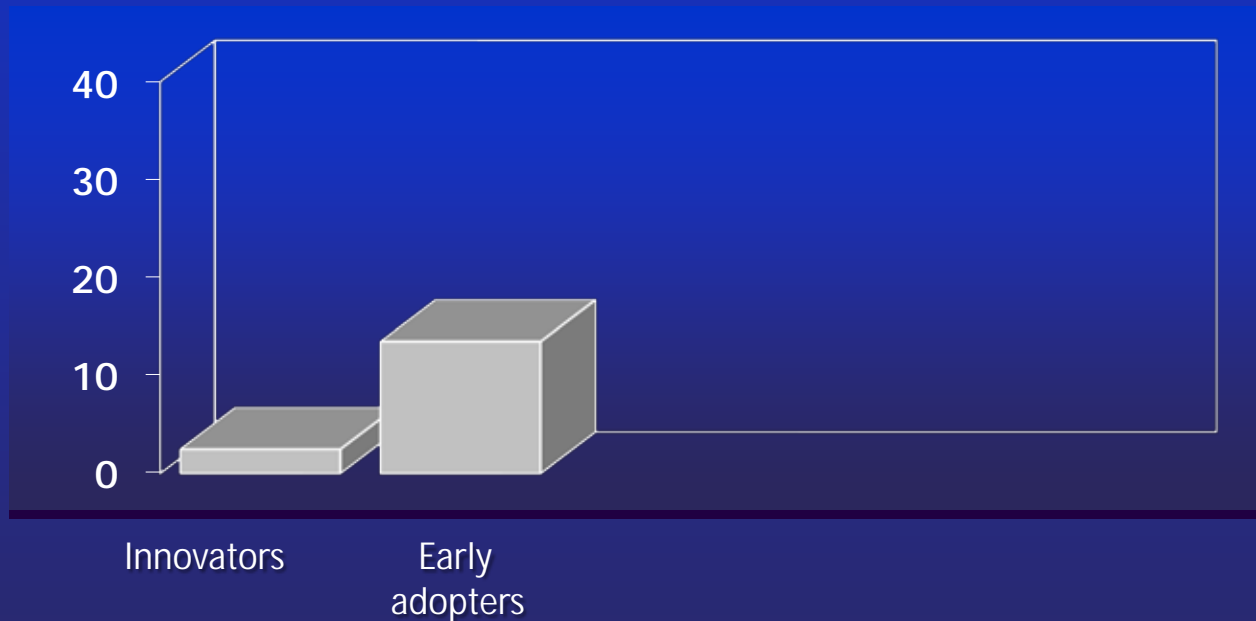
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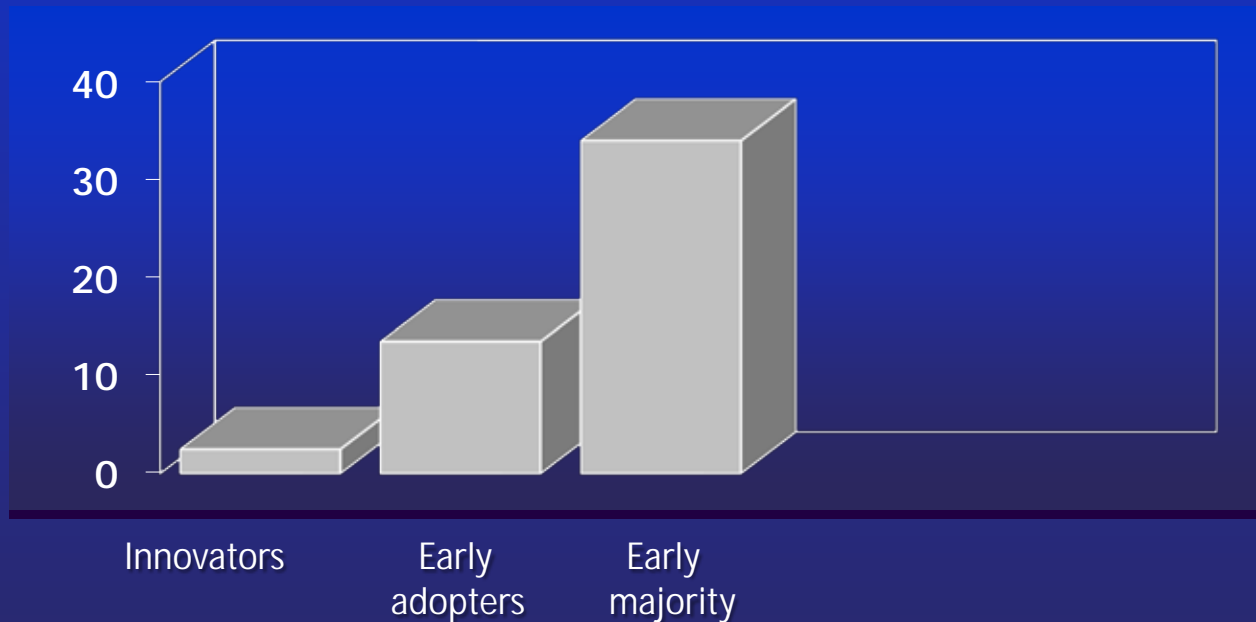


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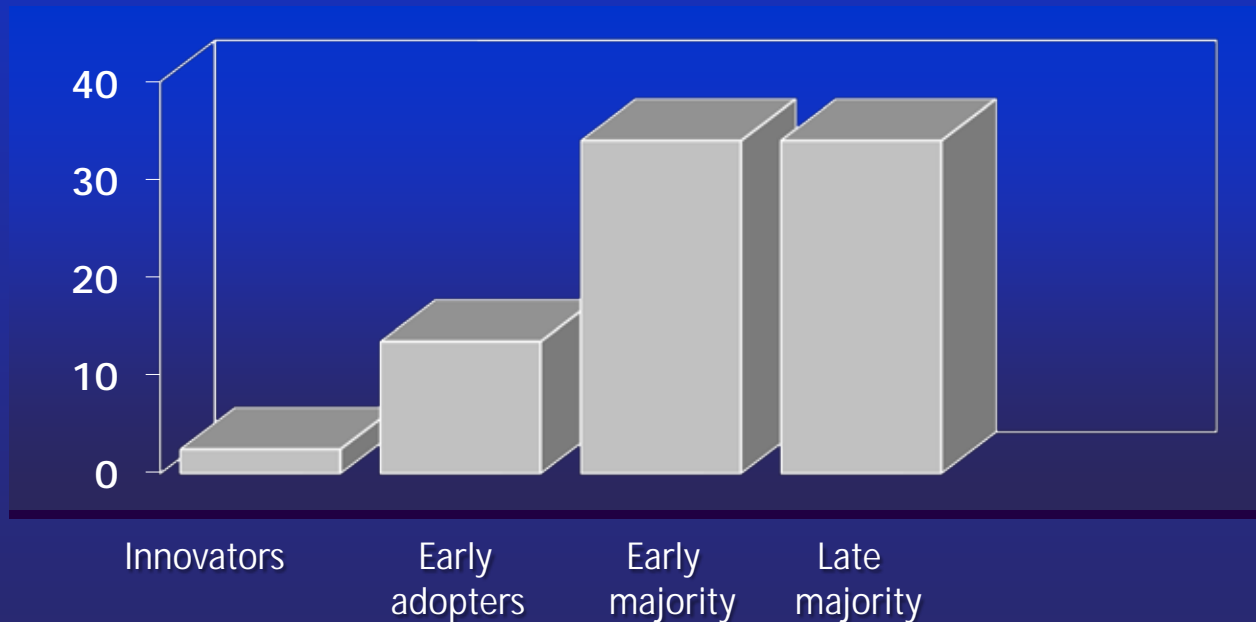


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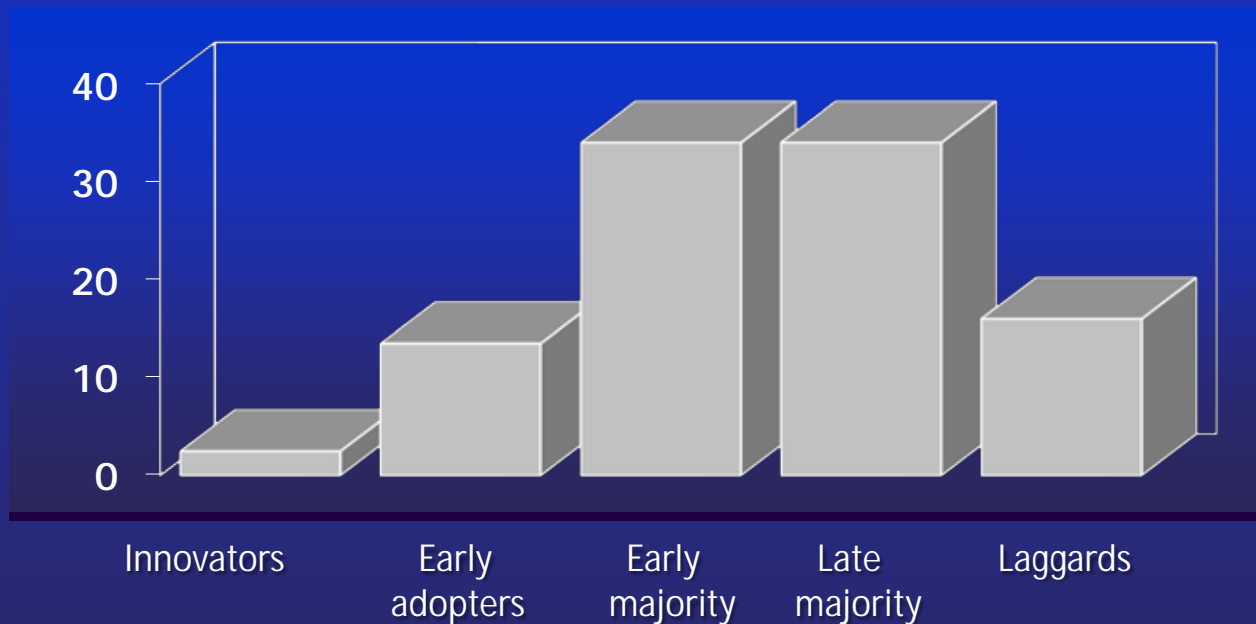


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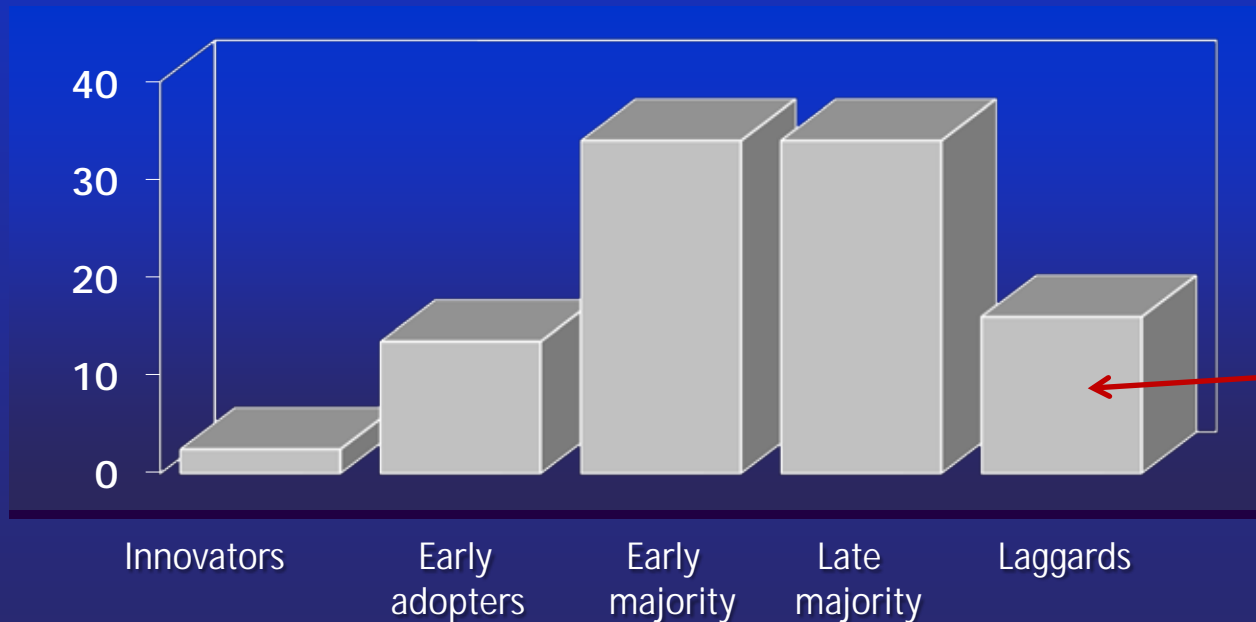


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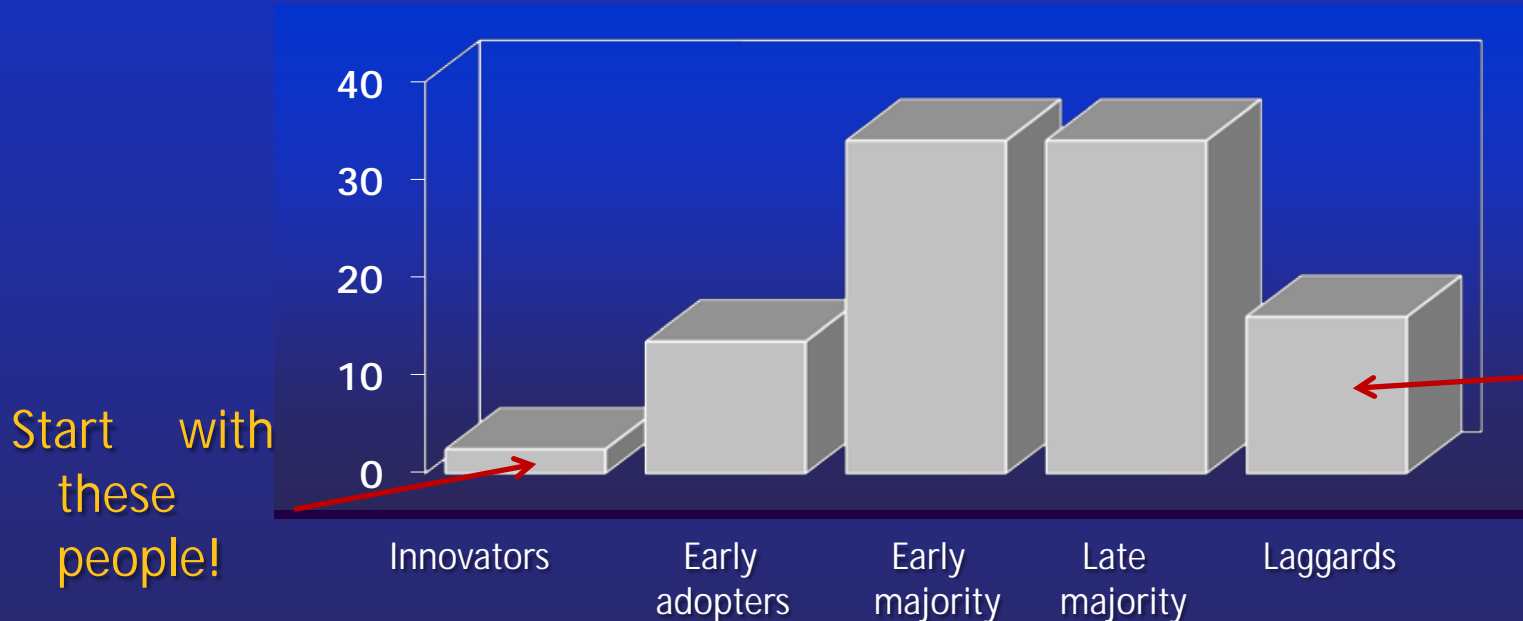


Don't start by *fighting* with these people! They are highly resistant to change!



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Start with these people!

They love change, and will eventually influence everyone else!

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You are looking for **Innovators** who are **Educationally Influential**:

Borbas C, Morris N, McLaughlin B et al. The role of clinical opinion leaders in guideline implementation and quality improvement. *Chest* 2000;**118**(2) Suppl:24S-32S



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- Humanism
  - they are caring physicians
  - they never 'talk down to' their colleagues

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“short, **one-to-one** conversations between a detailer and a practitioner with the goal of persuading the detailee to change behavior through useful information and evidence”

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- 1) Don't fight with Laggards
- 2) Identify Innovators who are Educationally Influential
- 3) Use Academic detailing on your Educationally Influential Innovators
- 4) Add tincture of time (be patient).