



UNIVERSITY OF MINNESOTA  
TWIN CITIES

*CORRESPONDENCE*

Laboratory of Physiological Hygiene  
School of Public Health  
Stadium Gate 27  
611 Beacon Street S.E.  
Minneapolis, Minnesota 55455

May 18, 1982

Ascher J. Segall, M.D.  
Professor of Epidemiology  
Boston University Medical School  
Center for Educational Development  
in Health  
67 Bay State Road  
Boston, MA. 02215

Dear Ascher:

It was really great to have your visit and get better acquainted. You expressed an interest in our division of physician and non-physician functions in prevention intervention, which I attach.

Cordially,

Henry Blackburn, M.D.  
Professor and Director

/jml

Enclosure - *ATTACHED*

(May 18, 1982)

Physicians Function in a Team Approach to Prevention

Set a personal, empathic tone,  
summarize clinical and laboratory findings,  
link findings to risk class,  
link risk class to personal behavior,  
relate personal behavior to social influences,  
extend personal need to social implications,  
seek a commitment to change,  
suggest targets and alternatives,  
defuse defenses and enhance confidence.

(May 18, 1982)

Health Counsellors Function in a Team Approach

Clarify the physician's message,  
amplify the educational message,  
outline the educational program,  
confirm the personal commitment,  
follow-up systematically,  
provide feedback and reinforcement,  
introduce new strategies and materials,  
never reject and never give up.