

HPV Vaccine E-P-E MI Scripting

Elicit:

Ask what the patient knows or would like to know. Or ask if it's okay if you offer them information.

- "What do you already know about the side effects of the HPV vaccine?"
- "Do you mind if I express my concerns about not getting the vaccine?"
- "Would you be open to me sharing some information about the HPV vaccine with you?"
- "Would it be ok if I tell you what we know?"
- "Would you be open to learning more?"

Provide:

Give information in a neutral, nonjudgmental fashion. Avoid "I" and "You".

- "Research suggests..."
- "Studies have shown..."
- "Others have benefited from..."
- "Folks have found..."
- "We recommend that..."

Elicit:

Gather what the patient's interpretation was, what else they would like to know, or what they make of the information.

- "How does this impact your decision?"
- "What does this mean to you?"
- "How can I help?"
- "Where does this leave you?"
- "What else would be helpful for you to know that would help you make your decision?"
- "Where do we go from here?"

"I can hear that you are concerned about the side-effects of the HPV vaccine especially given that Lisa has had reactions to other shots. Well, that's perfectly understandable. May I share some information that might ease some of your concerns?"

"The HPV vaccine has been studied in clinical trials since 2006 and has been found to be safe and effective in preventing HPV. Most importantly, the HPV vaccination prevents several types of cancer in both men and women and provides the single best defense against cervical cancer. If Mary were my daughter, I would not hesitate to recommend this vaccine for her."

"I'd love to know how this information resonates with you and if you feel like it has eased some of your concerns regarding the potential side-effects."

"Where do we go from here? Are you ready to move forward with getting Mary the HPV vaccine?"

Example Concerns and E-P-E Responses

CONCERN	ELICIT	PROVIDE	ELICIT
<i>I'm concerned about the safety of the vaccine—I keep reading things online that says HPV vaccination isn't safe.</i>	<p>"You're not the first parent to express concerns about the HPV vaccine. Would it be ok with you if I share my view of the vaccine and why I think it is important for your child?"</p>	<p>"I know there are stories in the media and online about vaccines, and I can see how that could concern you. However, I want you to know that HPV vaccine has been carefully studied for many years by medical and scientific experts. I believe HPV vaccine is very safe. Vaccines, like any medication, can cause side effects which could include pain, swelling, and/or redness where the shot is given, or possibly headache. Sometimes kids faint when they get shots and it's possible they could be injured if they fall from fainting. We'll protect your child by having them stay seated after the shot."</p>	<p>"Have I provided the information/answer(s) you need to feel comfortable getting the HPV vaccine for your child today?"</p> <p>"What do you make of this information?"</p> <p>"What additional questions do you have?"</p> <p>"What, if anything else, would keep you from moving forward with getting the HPV vaccine for your child today?"</p>
<i>I'm just worried that my child will perceive this as a green light to have sex.</i>		<p>"Numerous research studies have shown that getting the HPV vaccine does not make kids more likely to be sexually active or start having sex at a younger age. It is really important to get the vaccine at this age as preteens have a higher immune response to the HPV vaccine than older teens. Also, it is best to get the vaccine before a person becomes sexually active. As I like to think of it, you put the seatbelt on in the driveway, not when you are already on the highway."</p>	
<i>I'm worried the HPV vaccine could cause my child to have problems with infertility.</i>		<p>"There is no data available to suggest that getting HPV vaccine will have an effect on future fertility. However, women who develop cervical cancer could require treatment that would limit their ability to have children."</p>	