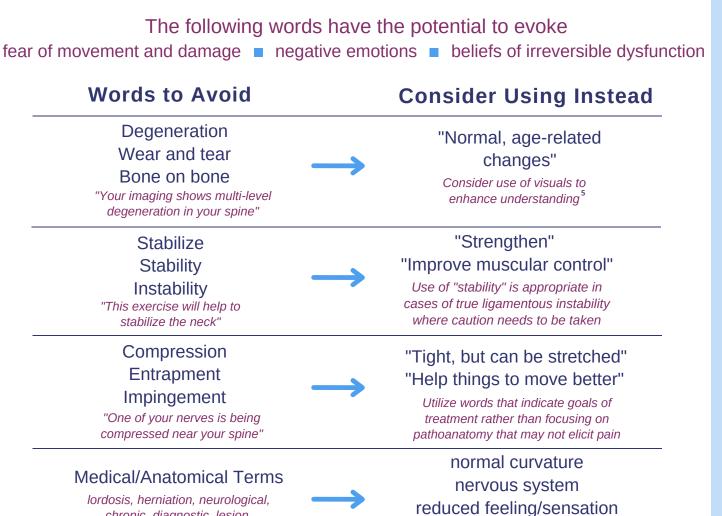
# VERBIAGE AND MESSAGE FRAMING

IN THE ORTHOPEDIC SETTING

**Clinician Resource** 

### **Therapeutic Impact of Verbiage**<sup>1-4</sup>

Psychological processes such as fear, patient expectations, and autonomy play an important role in recovery and outcomes throughout the rehabilitative process.



chronic, diagnostic, lesion, paresthesias



audience dependent

\*Modifed from Stewart and Loftus, 2018<sup>1</sup>

## **Message Framing**

\*how information is delivered

Research has revealed that benefit-framed messages encourage more active participation in less severe health circumstances<sup>8-9</sup>

#### **Benefit-Framed**

"Participating in PT for your rotator cuff tear will help to improve your functional **ability**, reduce pain, and help you to selfmanage – likely keeping you from needing surgery"

#### **Cost-Framed**

"If you **don't** participate in PT, your pain and dysfunction will likely persist, leading you to ongoing care and increased potential for needing surgery"

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