



**18th Canadian Collaborative  
Mental Health Care Conference (2017)**

*Connecting People in Need with Care*

June 2 and 3, 2017 | Delta City Centre, Ottawa, Ontario

The Collaborative Pursuit of Optimal Health and Well-Being in our Patients:  
Overcoming the Barriers to Change in Thinking and Practice

*L. Read Sulik, MD, FAAP; DFAACAP*

# PRESENTER DISCLOSURE

• **Presenter:** L. Read Sulik, MD

• **Relationships with commercial interests:**

- **Grants/Research Support:** None
- **Speakers Bureau/Honoraria:** None
- **Consulting Fees:** None
- **Other:** Employer – PrairieCare, PrairieCare Medical Group, PrairieCare Institute



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# LEARNING OBJECTIVES

1. Recognize **lessons learned** from successful integration and collaboration in fields and systems **outside of healthcare** and apply these lessons learned to identify opportunities for improved models of collaborative care
2. Identify the **common components** of successful models of collaborative care
3. Identify the **key challenges** that differentiate collaborative care models serving pediatric populations from those serving adult populations
4. Apply **new approaches to overcoming the challenges** and the barriers for change in our models of care delivery as well as in our patients.



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# Vision



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# The Vision

- Collaborative pursuit of optimal health and well-being
- by creating sustainable change in our thinking and our behaviors
- and overcoming our tendency to drift back to
- “care as usual”
- and helping our patients overcome the tendency to drift back to their
- “condition as usual”



# Change our View



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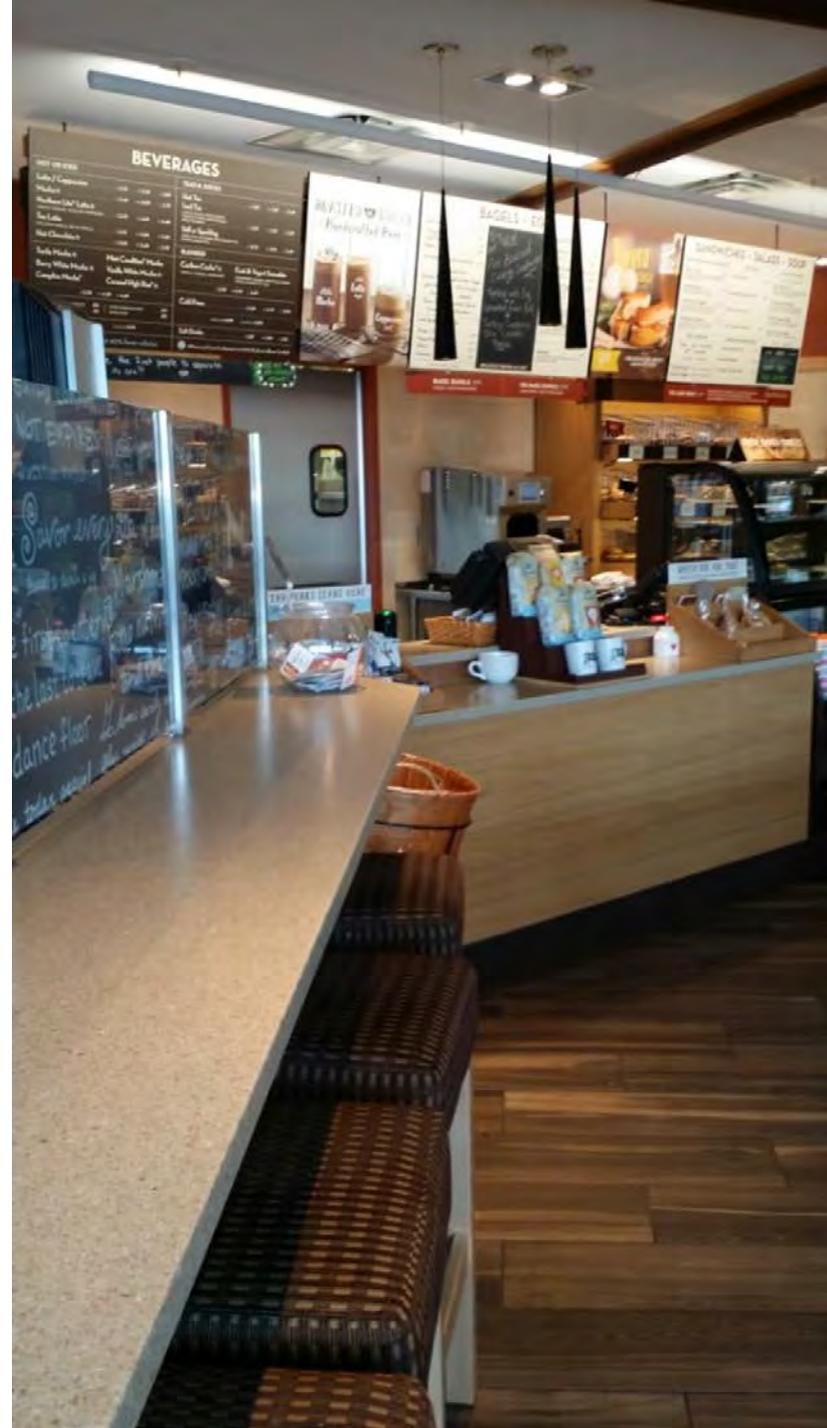
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Rendering of the Caribou-Bruegger's location in Minneapolis. (PRNewsFoto/Bruegger's Bagels, Caribou Coffee)





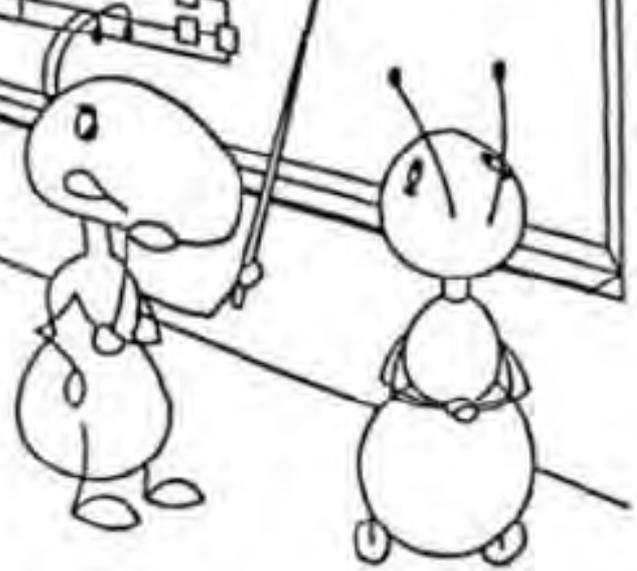
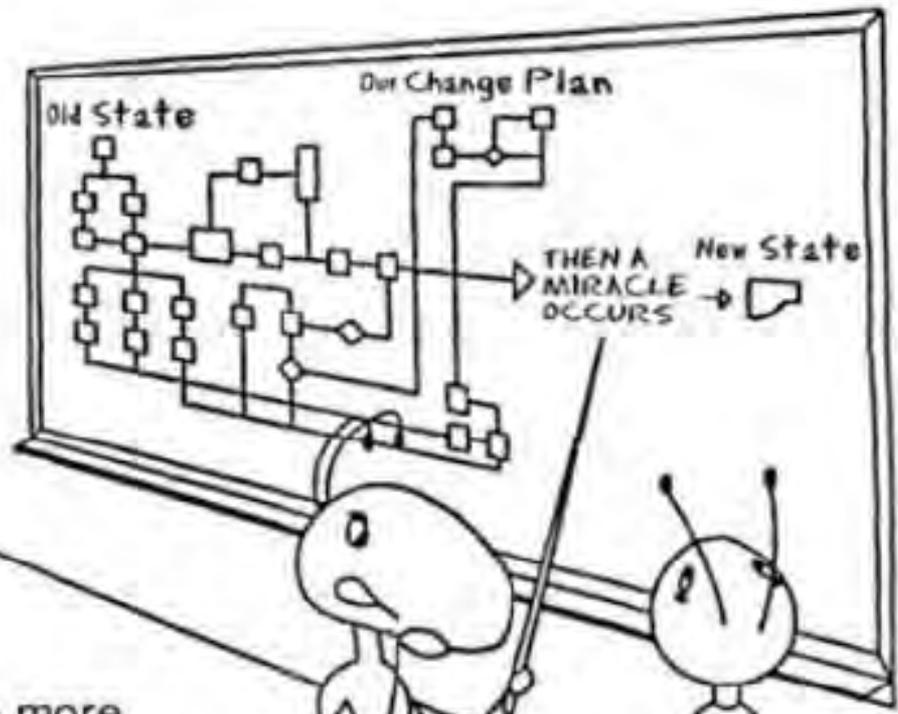
# Change our Thinking



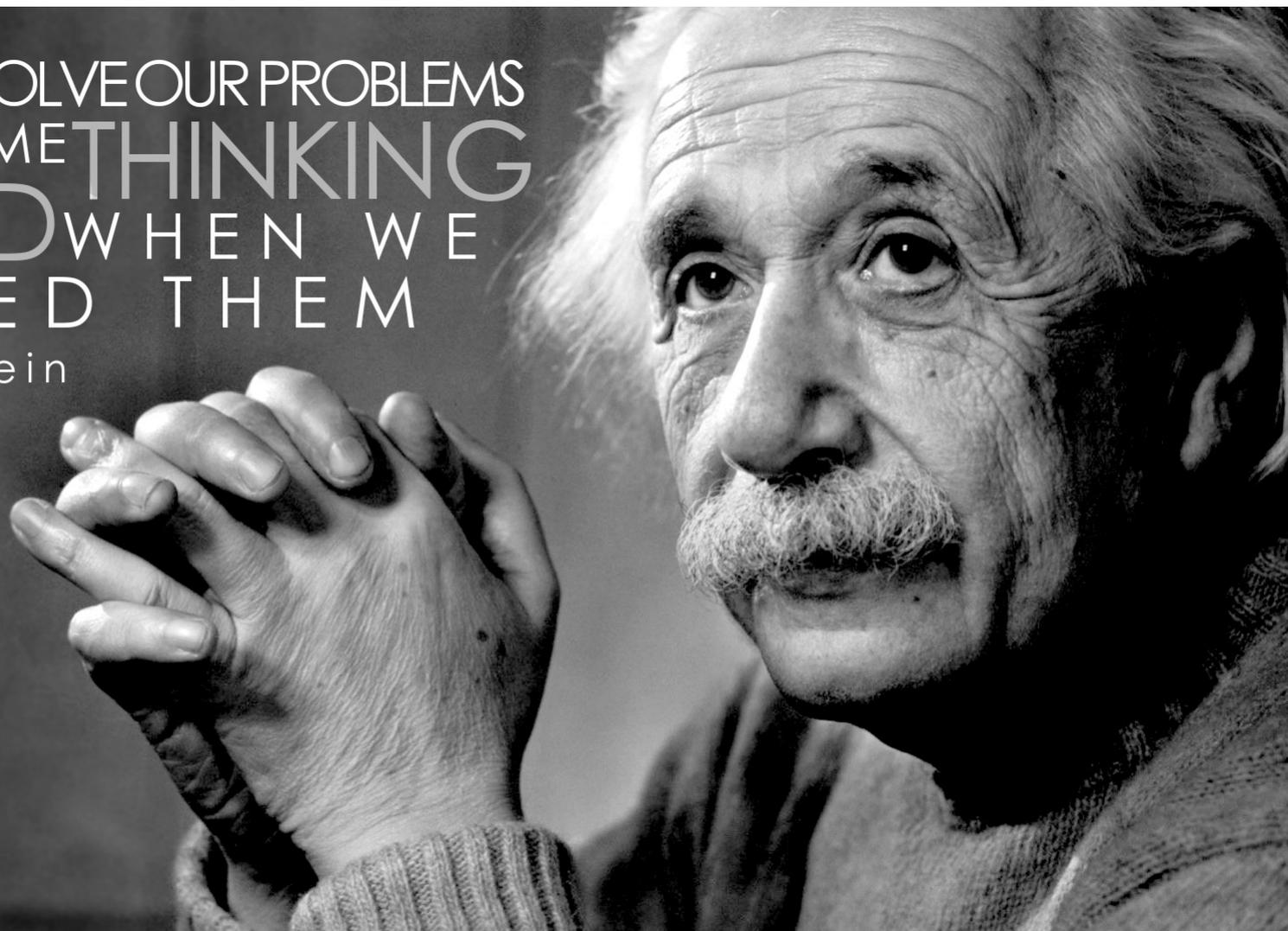
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Good work,  
But I think we  
need just a little more  
detail right here!



WE CANNOT SOLVE OUR PROBLEMS  
WITH THE SAME THINKING  
WE USED WHEN WE  
CREATED THEM  
- Albert Einstein



# Consilience



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*“The love of complexity without reductionism makes art; the love of complexity with reductionism makes science.”*

-- Edward O Wilson

Consilience: The  
Unity of Knowledge

# Adaptive Leadership



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# Managing Technical vs. Adaptive Challenges

- **Technical Challenge**
  - You know what the solution is and have the right tools to apply to solve the problem
  - Response is to Act
- **Adaptive Challenge**
  - You don't know what the solution is and you have likely tried numerous technical "fixes" which haven't worked
  - Response is to Observe, Question, Listen and Experiment

Ronald Heifitz, Marty Linsky, Alexander Groshow



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“The greatest mistake a leader  
can make is to apply a technical  
fix to an  
adaptive challenge”

- *Cambridge Leadership Associates*



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We perform poorly in assisting individuals in the awareness and understanding of what needs to change, adequately preparing them for the changes needed, and providing the structure that they need to make those changes within.

# Why?

Perhaps one of the greatest mistakes we make in healthcare is continuing to apply ‘technical fixes’ to our patients’ “adaptive challenges”



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# Polarity Management

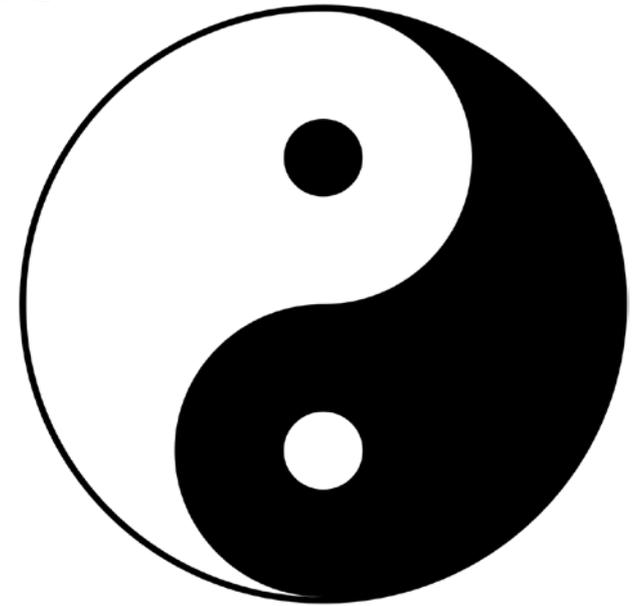


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# Managing Polarities

- Polarities are not opposites
- Polarities are competing energies or tensions that must coexist
- Not solvable, must be managed

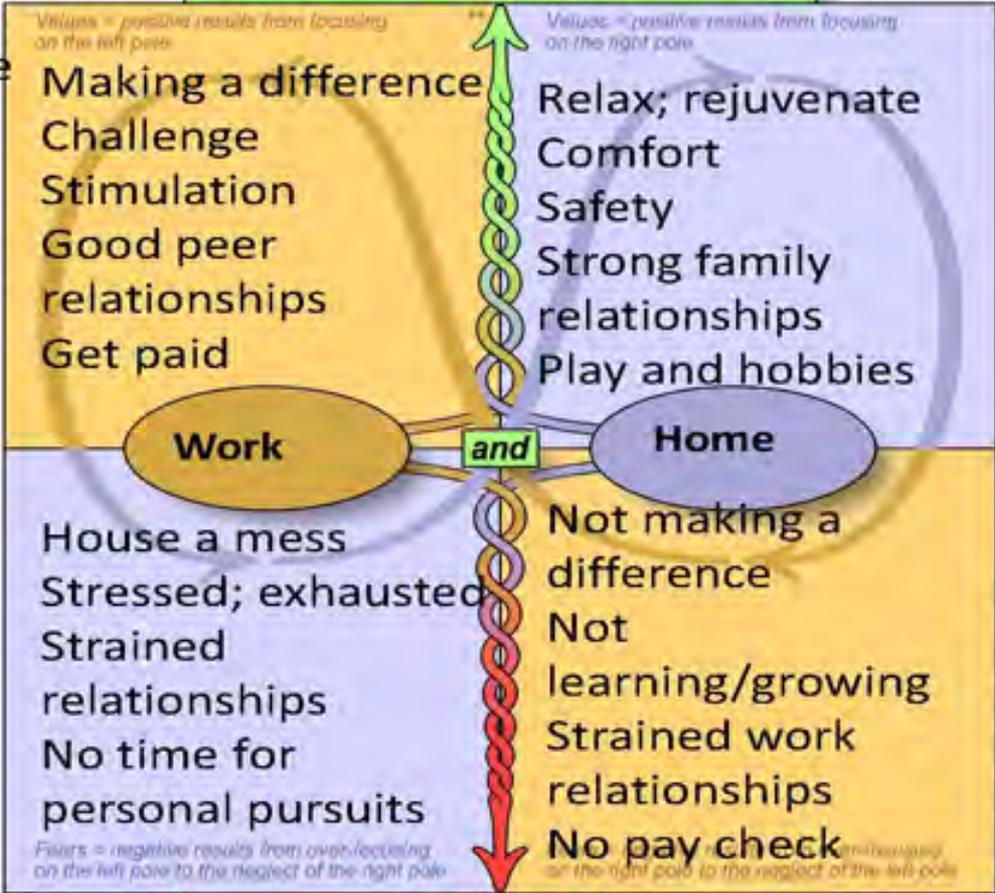


Polarity Management: Identifying and Managing Unsolvable Problems  
-- Barry Johnson, Ph.D.



# Polarity Map

*Greater Purpose, Intergroup (GPI) - why does this pole?*  
**Sustained quality of life**



## Action Steps

*How will we gain or maintain the positive results from focusing on this left pole? What? Who? By When? Measures?*

Partner with diverse resources to strengthen work.  
 Learn new skills.  
 Measure outcomes to show impact

## Early Warnings

*Measurable indicators (things you can count) that will let you know that you are getting into the downside of this left pole*

Tired and unable to concentrate on family.  
 "You made it here. I am shocked."  
 Forget commitments.  
 Culture at home is stressed.

## Action Steps

*How will we gain or maintain the positive results from focusing on this right pole? What? Who? By When? Measures?*

Schedule time to be at home  
 Massage therapy  
 "Date" night  
 New hobby

## Early Warnings

*Measurable indicators (things you can count) that will let you know that you are getting into the downside of this right pole*

Missed opportunities to grow and expand work.  
 Money tight; services not growing and improving.  
 Heavy workload leading to feeling of not mattering.

# Immunity to Change



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# Managing “Immunity to Change”

- There are competing commitments and BIG assumptions that are in conflict and get in the way of achieving goals of change

Immunity to Change: How to overcome it and unlock the potential in yourself and your organization  
-- Robert Kegan and Lisa Laskow Lahey



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# Immunity to Change Template

Used Individually – start here first

<b>Generating Ideas</b> <b>Pre-work</b>	<b>Step 1- Commitment Improvement goals</b> <div style="border: 1px dashed black; padding: 5px; margin-top: 10px;">                     Do as many drafts as necessary based on meeting 4 criteria before moving on the next step...                 </div>	<b>Step 2 – Doing/ not doing</b>	<b>Step 3 – Hidden Competing Commitment</b> <div style="border: 1px dashed black; padding: 5px; margin-top: 10px;">                     Usually are out of sight - typically we are blinded to them                 </div>	<b>Step 4 – Big Assumption (BA)</b>	<b>Use SMART</b> <b>Safe, Modest (S/M)</b> <b>Actionable (A)</b> <b>Research stance, Test (R/T)</b>
Use 360 degree input to get perspectives on one big thing that would clearly make you add more value to the organization	Decide "Big Goal" based on iterating through following thought process: (2) It is really important to you it is a big deal if you could get dramatically better at it: there is sense of urgency about getting better at it; there is not just a feel good perspective but a need to attitude (3) It is important to others; others would value it highly if you/team got better at it (4) Accomplishing goal directly implicates you focus of improvement is on yourself, not others (5) State your goal in the affirmative, not the negative	Take fearless inventory of all the things you are doing (or not doing) that work against your 1 <sup>st</sup> column goal. 2. The more concrete behaviors you can list the better. Indicate what you actually do or fail to do – don't be general in your description like stating being impatient or feeling discomfort or have unpleasant feelings 3. The more items you enter, and the more honest you are, the greater the eventual diagnostic power of your map will be 4. Make sure everything you enter provides a picture of you working against your goal in step 1 5. We are not interested in why you are doing these things, or for ideas or plans about how you can stop doing these things and get better	First, complete worry box. <div style="border: 1px solid black; padding: 10px; margin: 10px 0;"> <b>Worry Box:</b>                          If you/team imagine yourself trying to do the opposite of step 2 behaviors, what is the most uncomfortable or worrisome or outright scary feeling that comes up for you.                     </div> Second, based on this raw material from the fear box, generate your hidden competing commitments. • These commitments are intended to minimize at all costs these fears from happening.	Brainstorm all the possible assumptions that Step 3 commitments might hold. Write a testable version of the your BA Use the language tool of: I assume if I make a Step 3 commitment, I will not be able to .... Evaluate big assumptions against following criteria: 5. Some of the big assumptions you may regard as true 6. It is clear how each of the big assumptions, if taken as true, makes one or more of Step 3 commitments inevitable 7. You see how your big assumptions constitute a "Danger"	Adaptation will involve some recognition of and correction of, our blindness (our assumptions) We begin with designing running and interpreting tests of the big assumptions. First pick one big assumption you want to test based on: 4. it is a powerful assumption 5. It is testable Use associated questions to help make decision on picking big assumption. Use Guide Sheet for designing a good test of the big assumption. Use Guide Sheet for writing tests of the big assumption. Use Guide Sheet for interpreting tests of big assumption. Consolidate your/team learning by identifying hooks and releases • Use Guide Sheet for identifying hooks and releases Once unconsciously released from big assumption, reengage ITC process for future success

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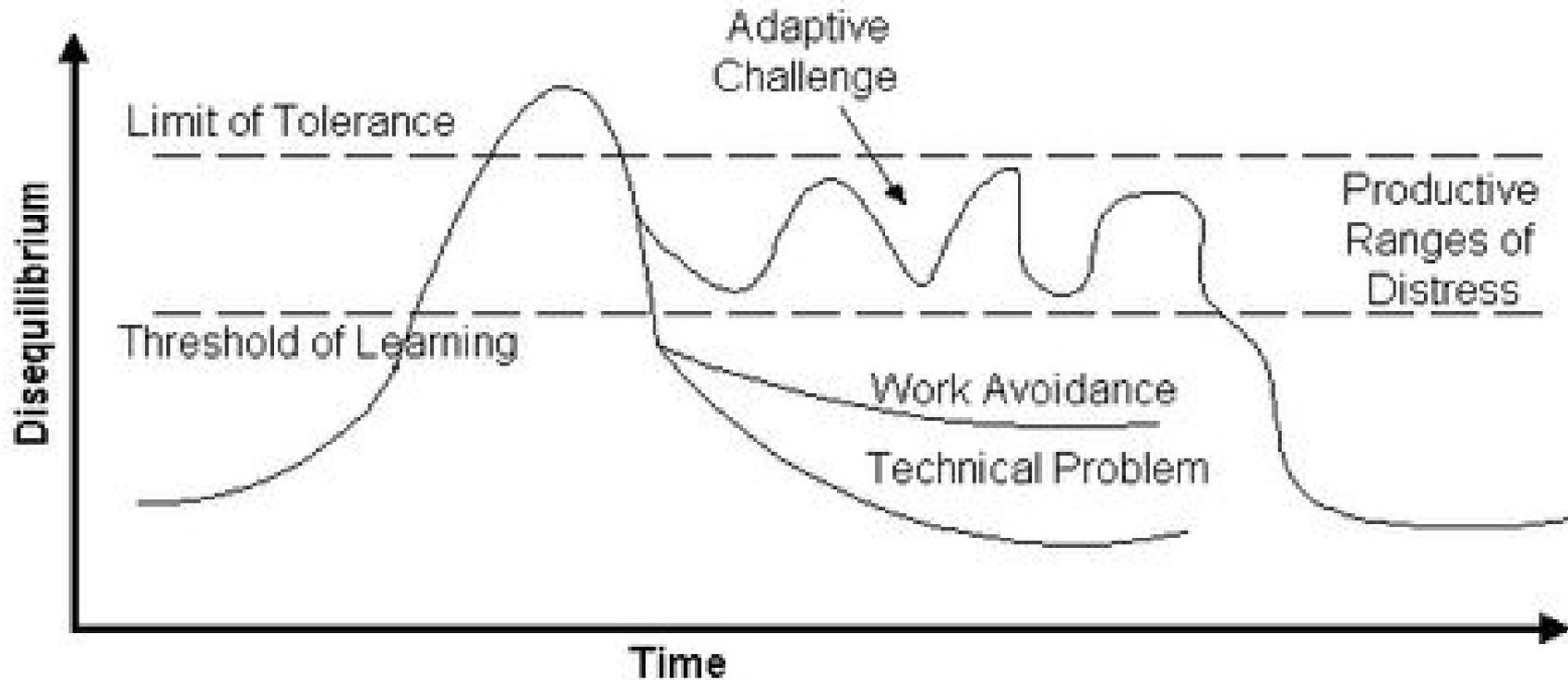
# Arousal



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# Arousal and Performance



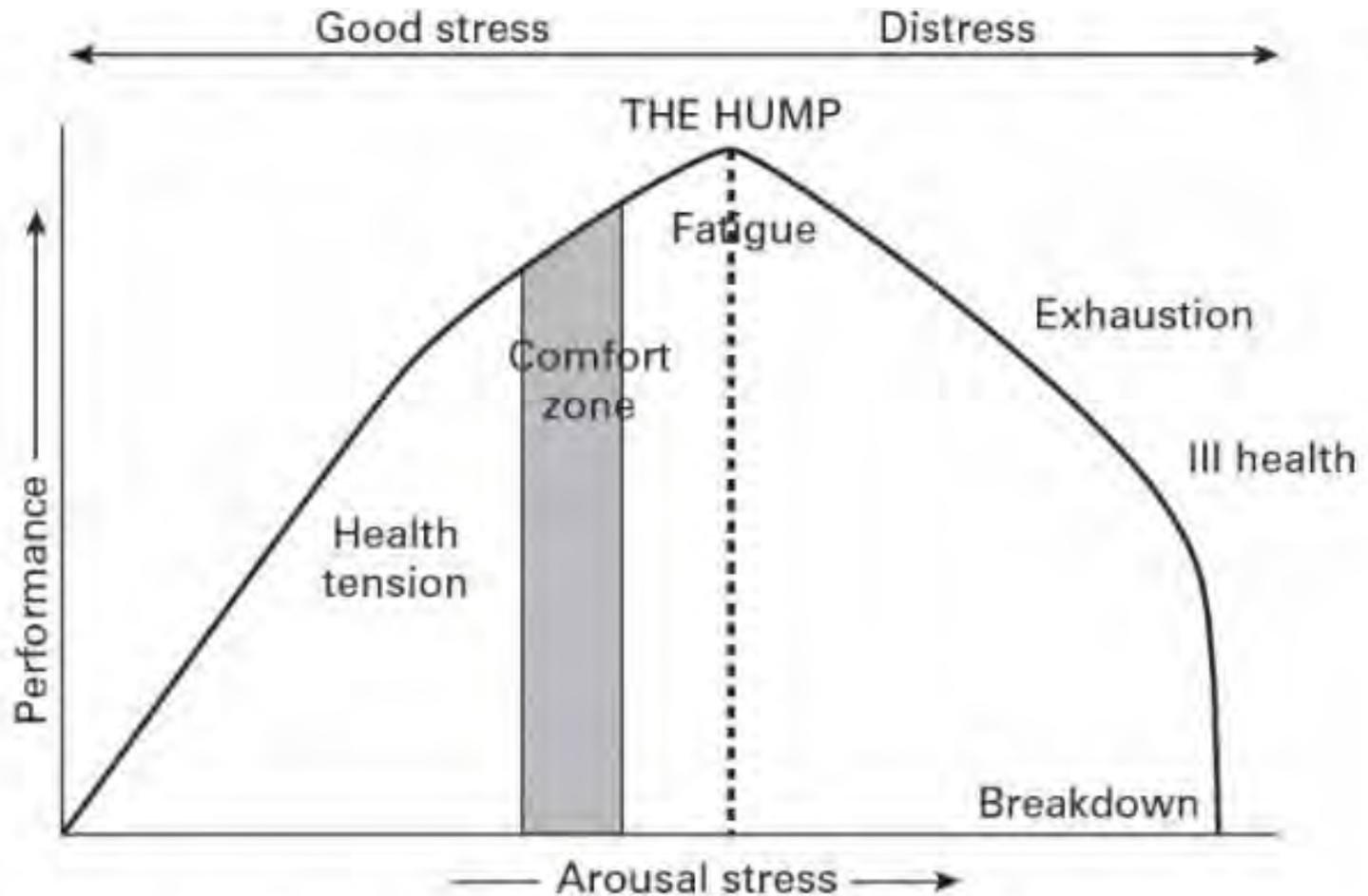
Source: Ronald A. Heifetz and Donald C. Laurie, "Mobilizing Adaptive Work: Beyond Visionary Leadership," in Jay A. Conger, Gretchen M. Spreitzer, and Edward E. Lawler III, eds., *The Leader's Change Handbook: an Essential Guide to Setting Direction and Taking Action* (New York: John Wiley & Sons, 1998)



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# The Human Function Curve



**SOURCE:** Adapted from Nixon (1982)



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# Healing



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Photograph by Aaron Huey, National Geographic

**“you really need to *know* the  
difference between  
TREATMENT . . .  
and HEALING”**

**Lakota Medicine Man**



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**“Treatment is what you do to  
us . . .**

**Healing** is the **WORK** we each  
need to do”

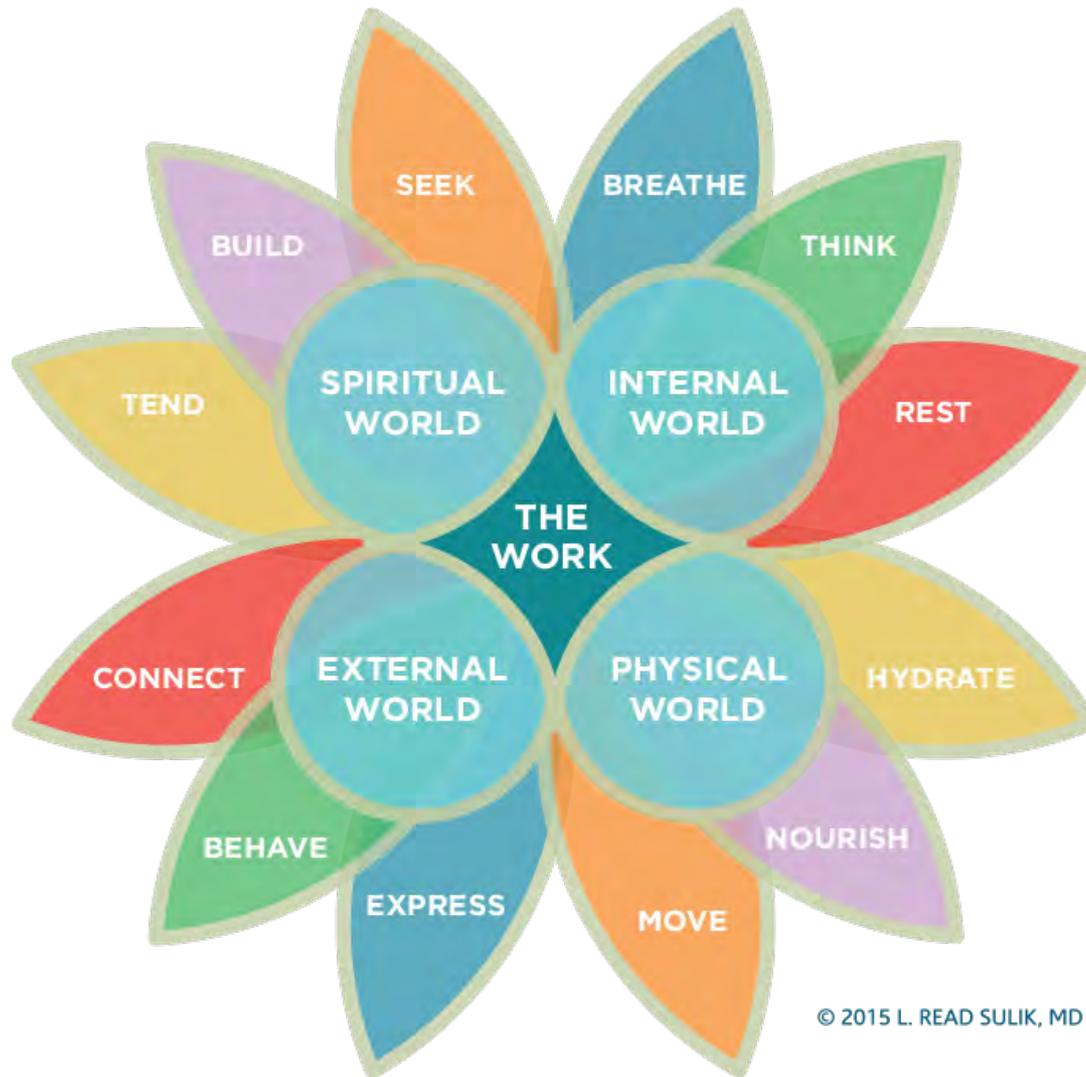
**Lakota Medicine Man**



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# Living The Work™



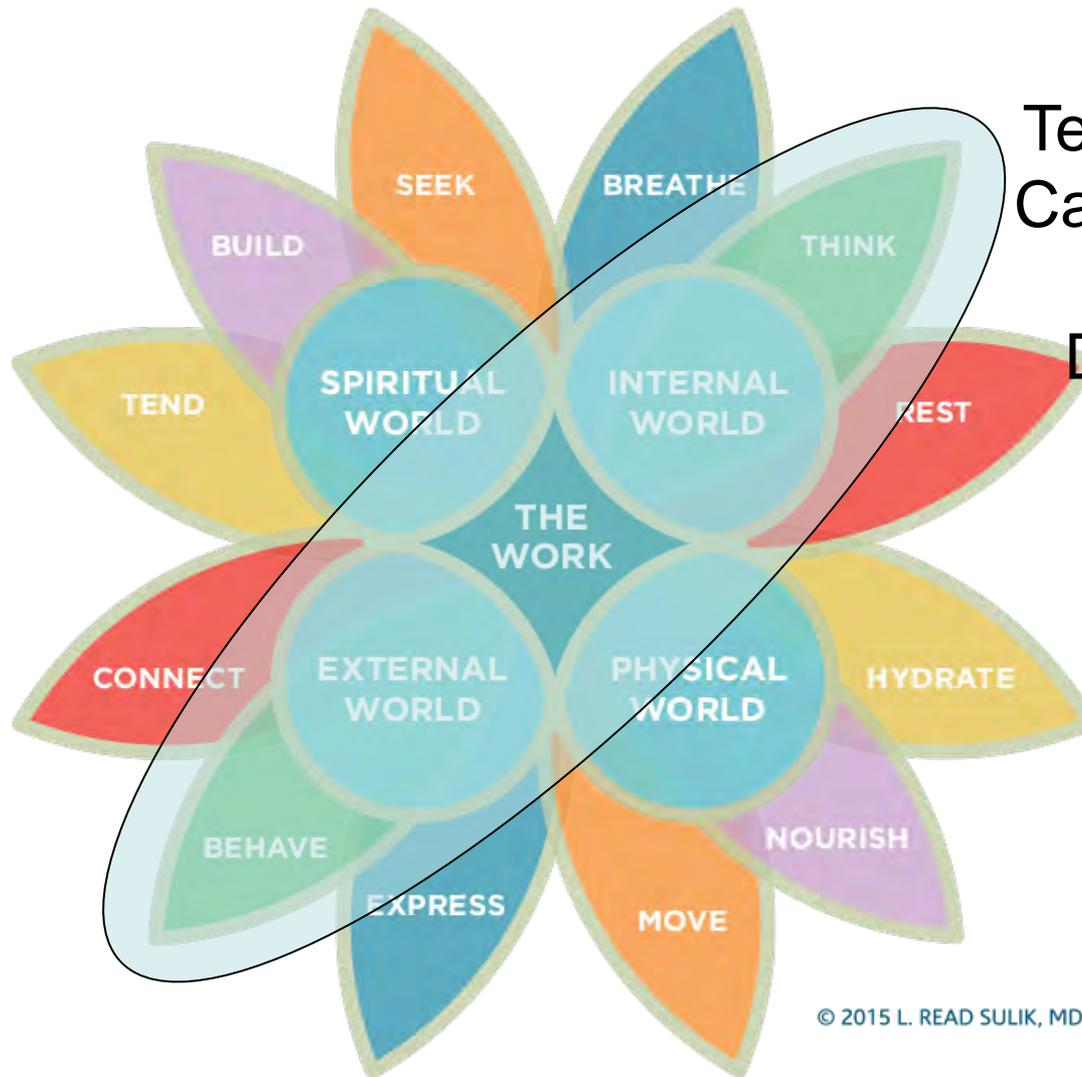
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Technical Fix /  
Care as Usual:  
CBT for  
Depression

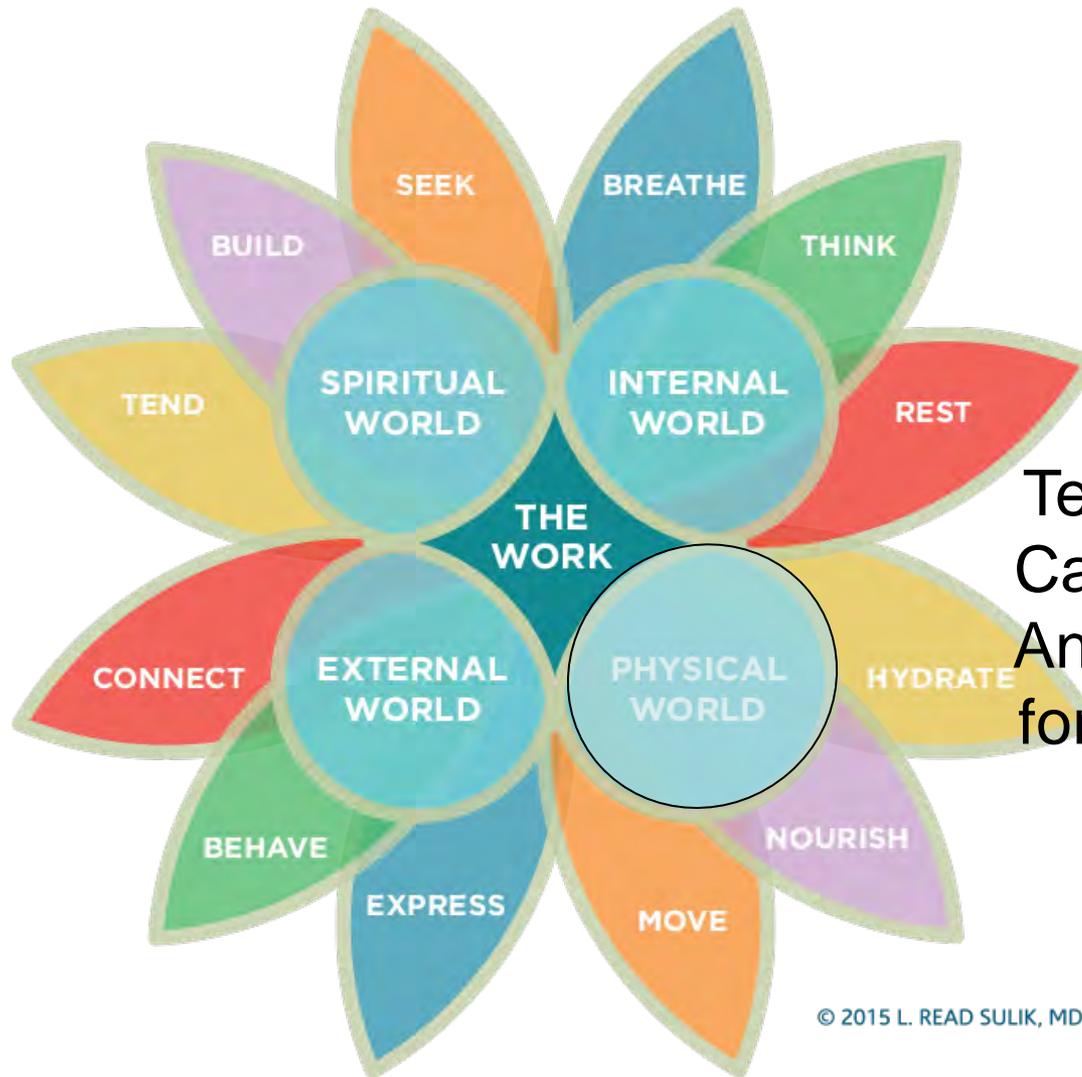
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Technical Fix /  
Care as Usual:  
Antidepressant  
for Depression

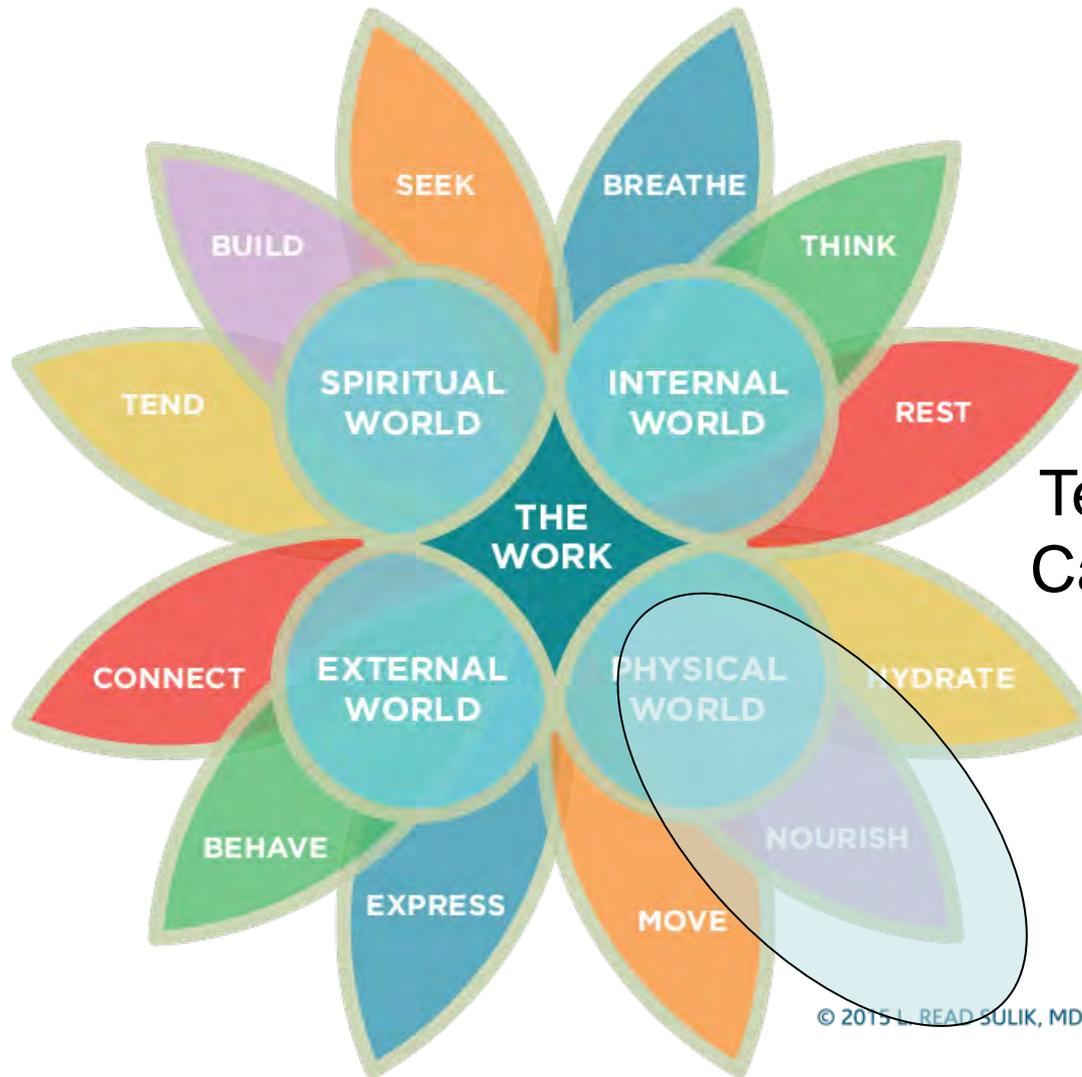
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Technical Fix /  
Care as Usual:  
Diabetes

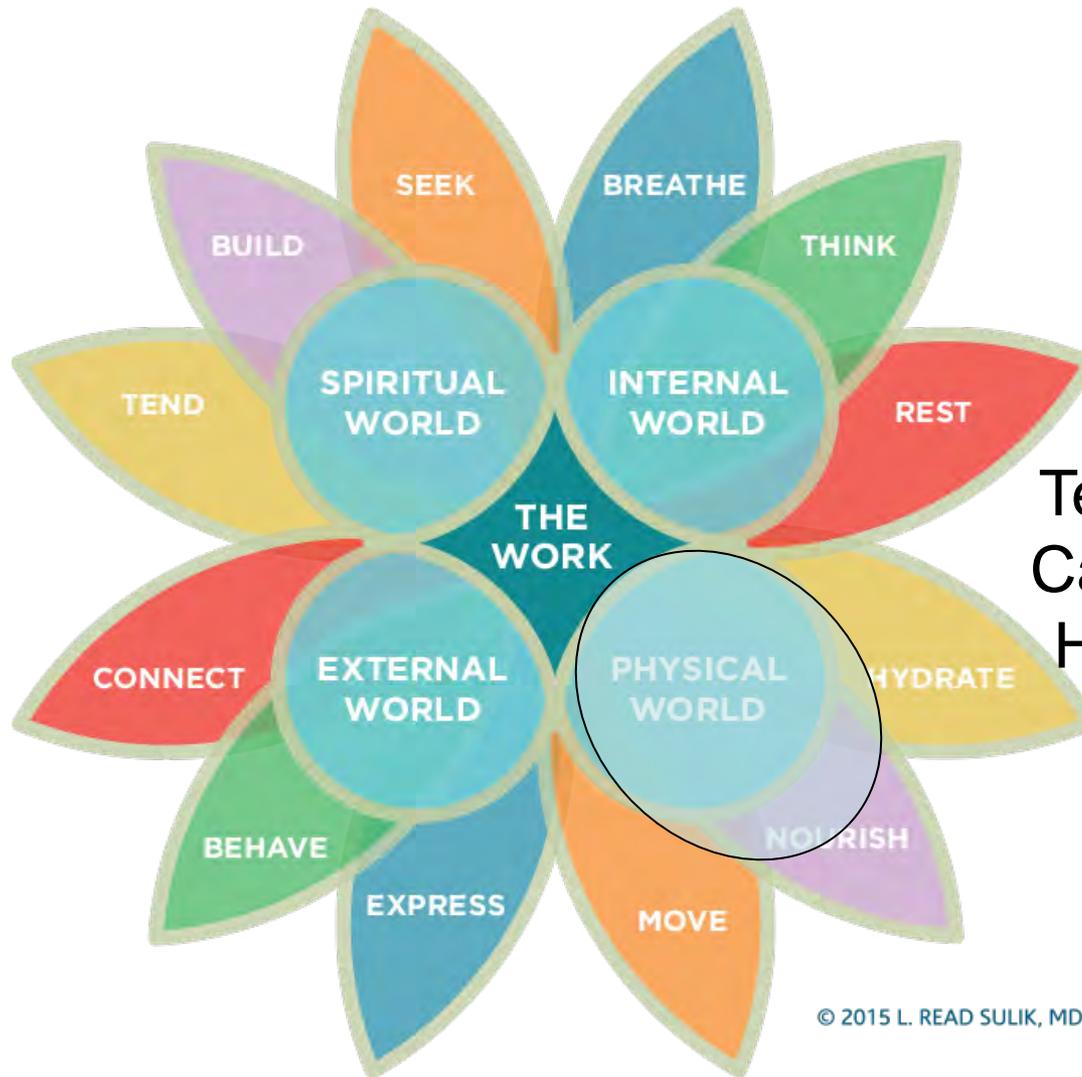
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Technical Fix /  
Care as Usual:  
Hypertension

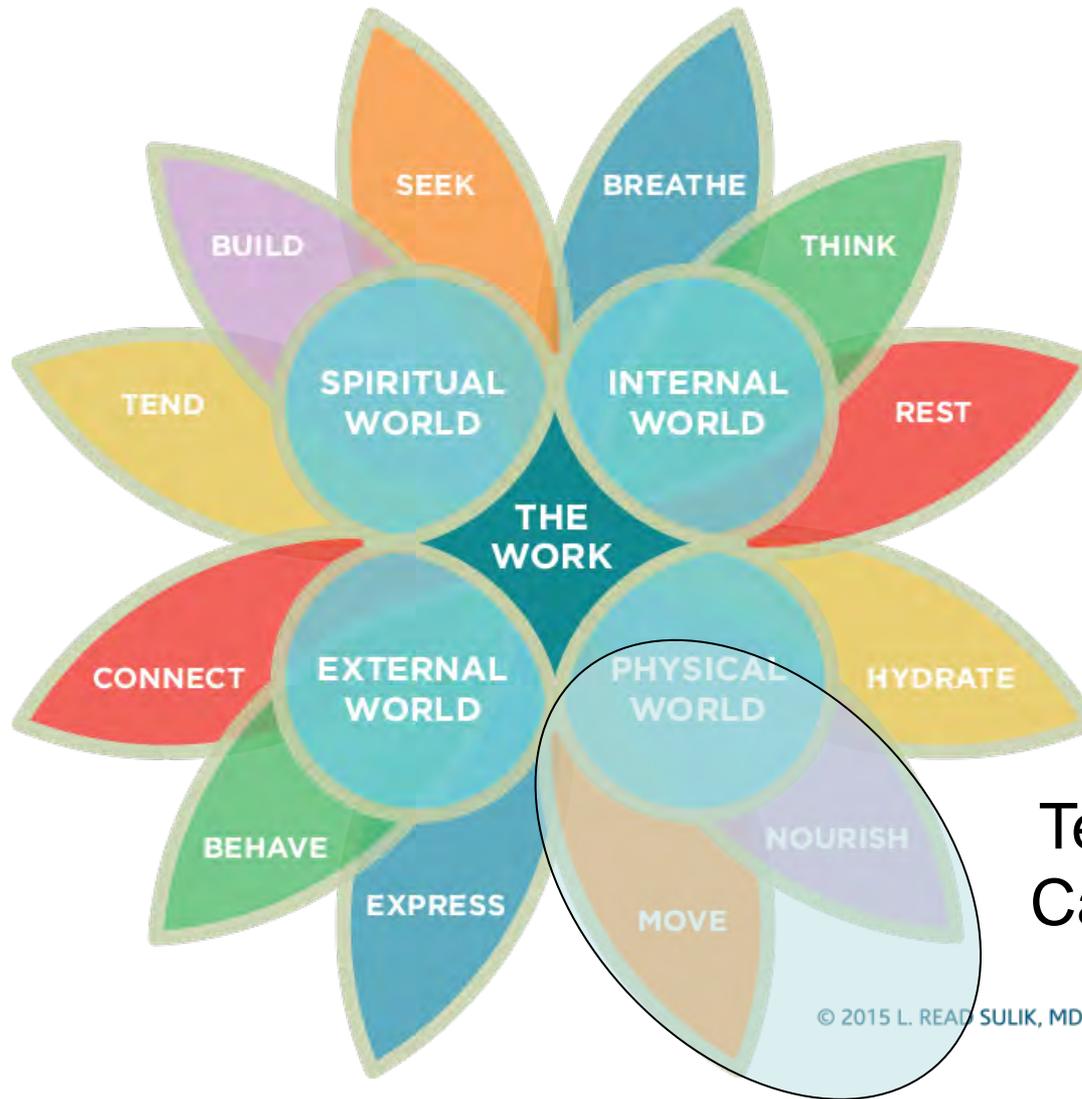
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Technical Fix /  
Care as Usual:  
Obesity

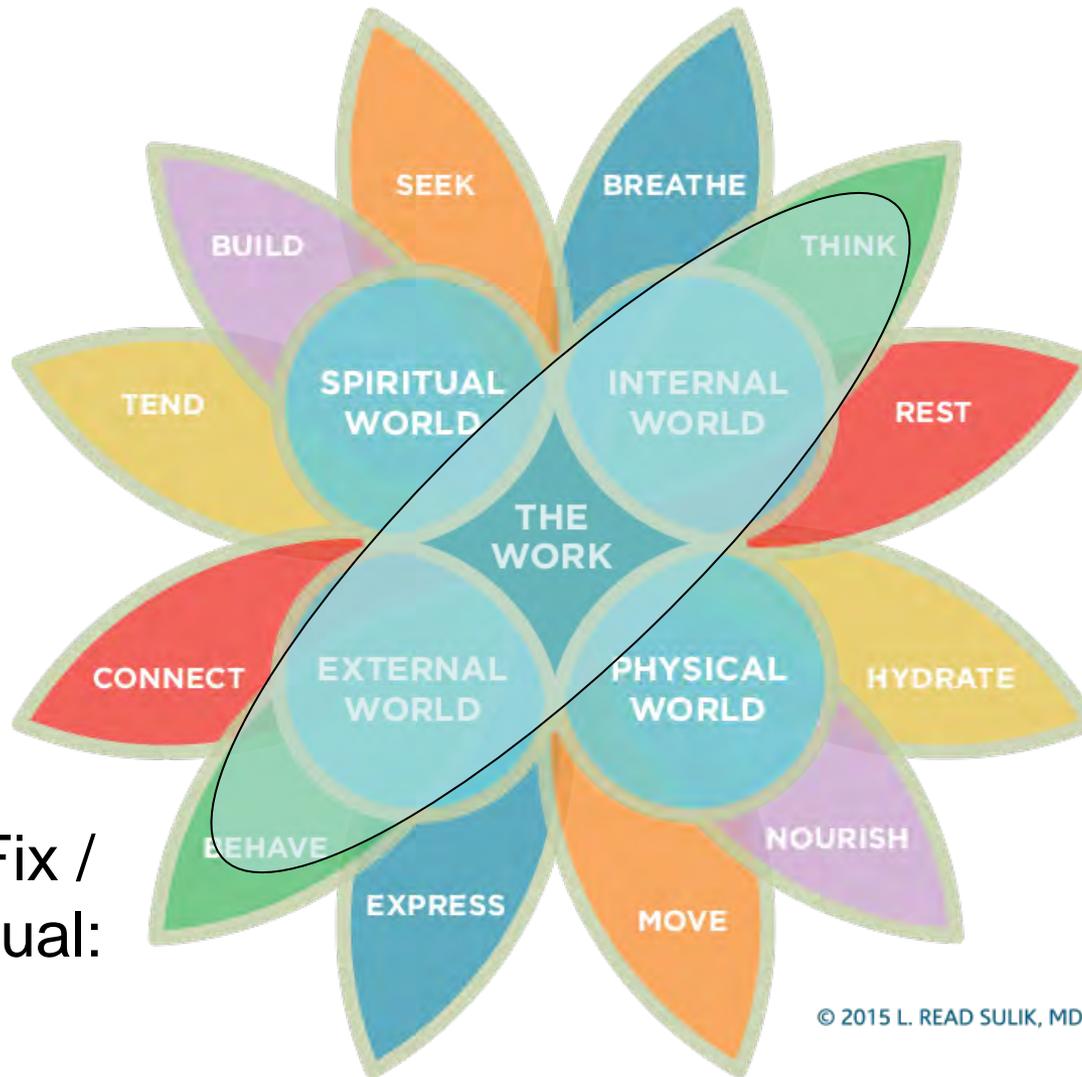
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Technical Fix /  
Care as Usual:  
ADHD

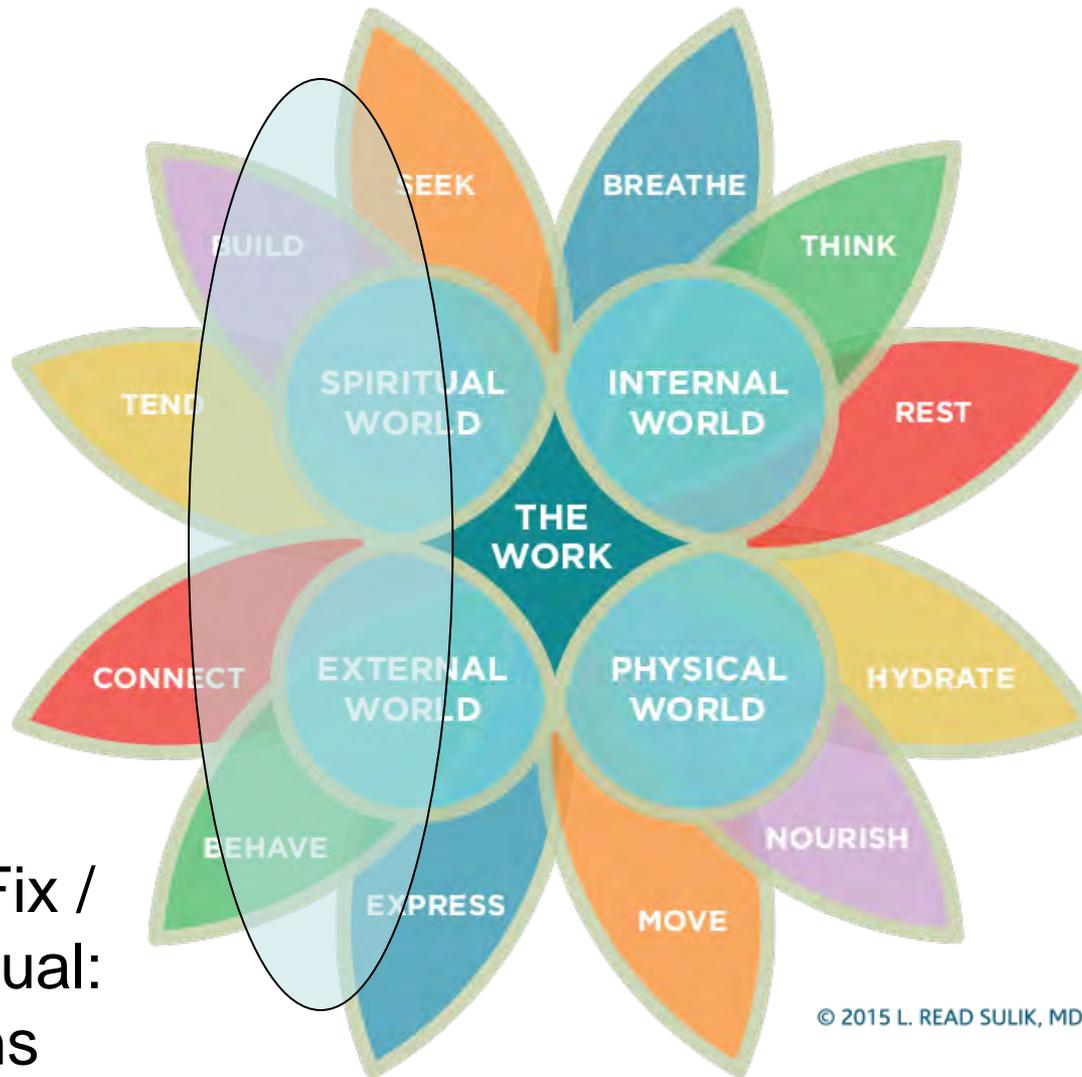
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Technical Fix /  
Care as Usual:  
Addictions

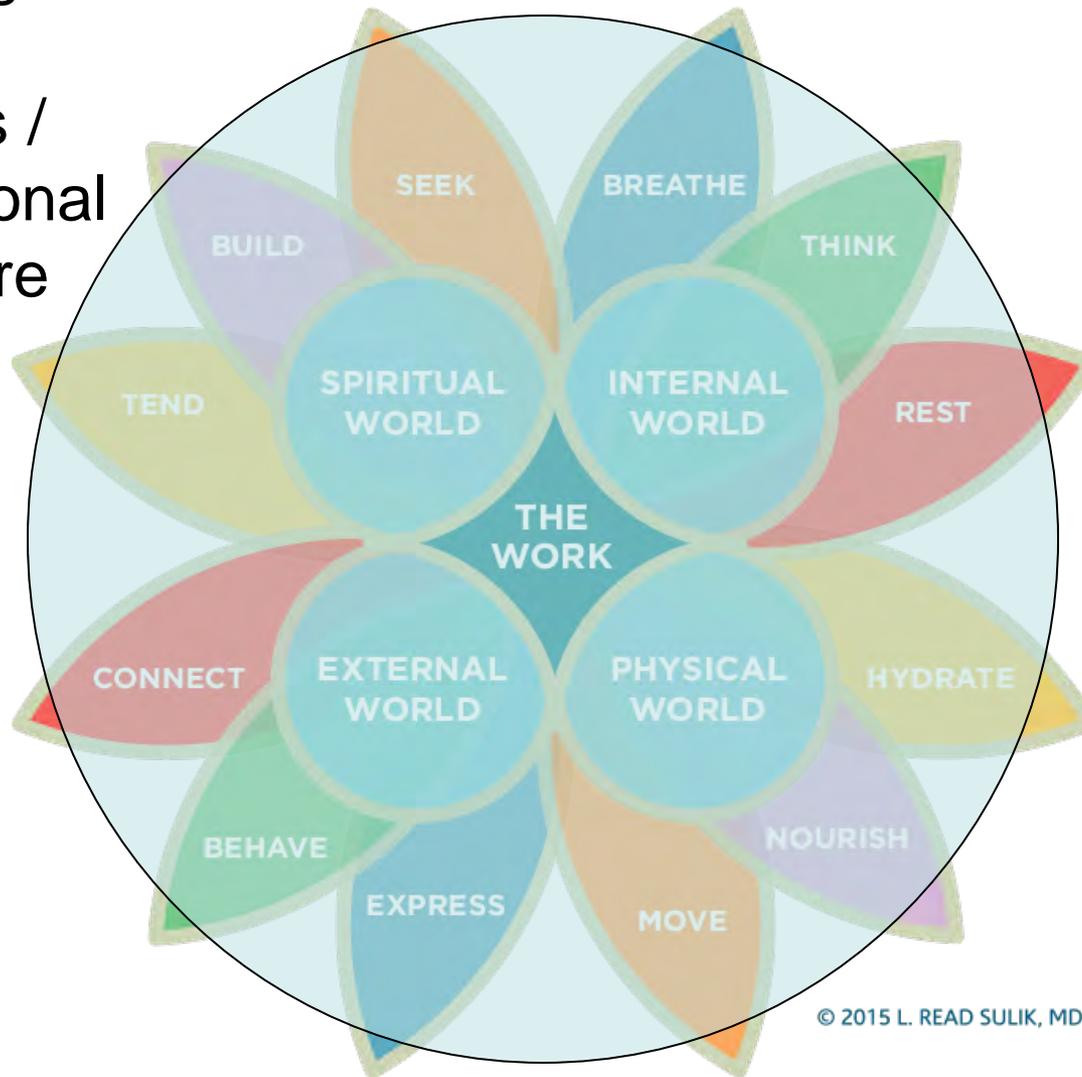


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# Living The Work™

Embracing  
Adaptive  
Challenges /  
Transformational  
Holistic Care



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Care as Usual is *“Treatment”*  
*without the “Healing”*. It is  
*“Care”* without *“the Work”*.



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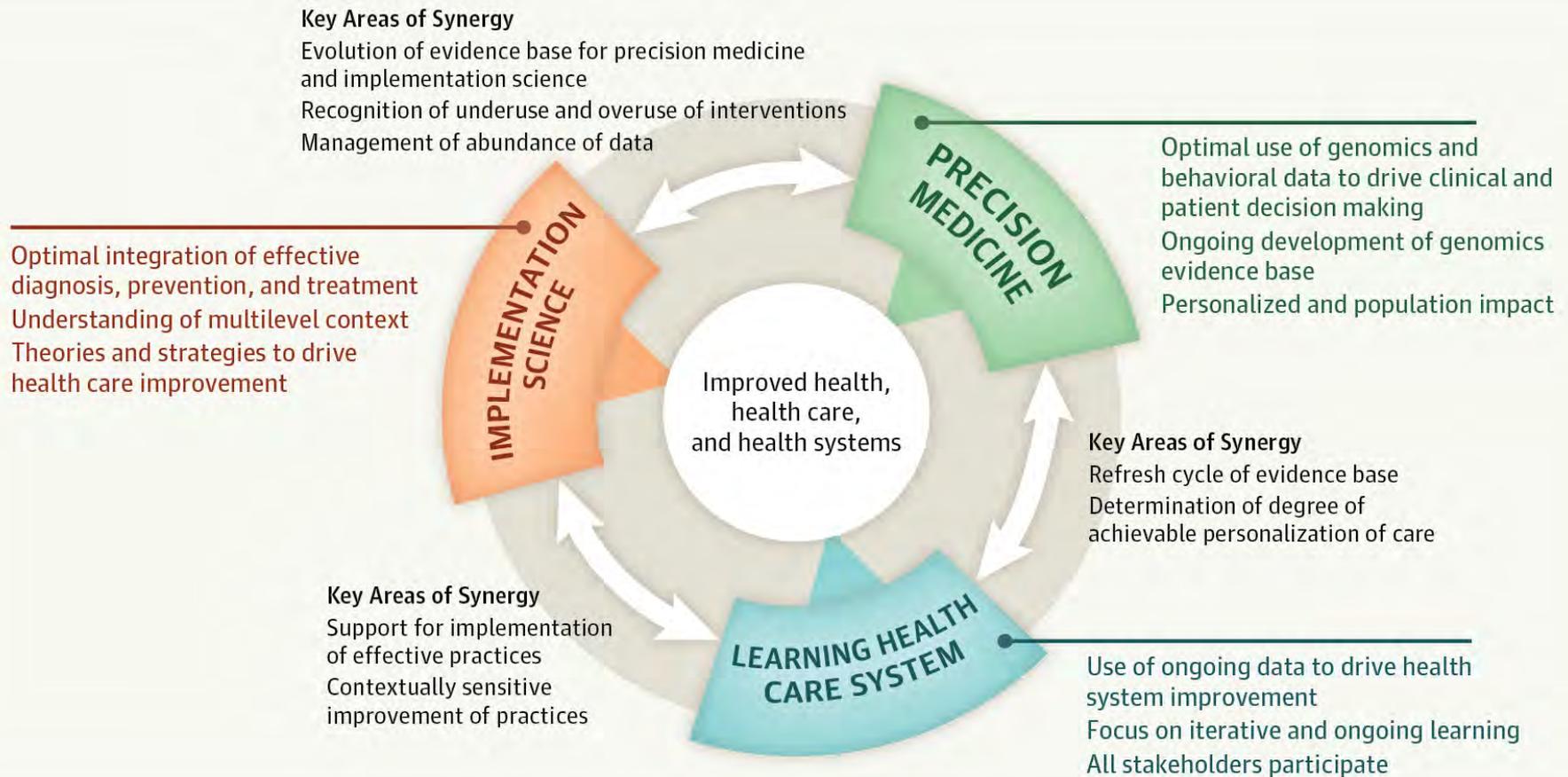
# Precision



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# Contributions of Implementation Science, Learning Health Care System and Precision Medicine



Chambers et al, JAMA, 2016



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# Contributions of Implementation Science, Learning Health Care System and Precision Medicine

- **Precision Medicine** – *optimal use of genomics (pharmacogenomics) and behavioral data to drive clinical and patient decision making*
  - *Individual and population impact*
- **Learning Healthcare System** – *use of ongoing data to drive model improvement*
  - *Ongoing workforce training and development*
- **Implementation Science** – *optimal integration of diagnosis, prevention, and treatment*
  - *Change theories and strategies, and evidenced-based practices drive healthcare improvement and health outcomes*



# Common Components



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# ESSENTIAL ELEMENTS OF EFFECTIVE INTEGRATED PRIMARY CARE AND BEHAVIORAL HEALTH TEAMS

*Paradigm shift from individual to team-based care focused on the patient:*

## •Leadership and Organizational Commitment

- Innovative leadership with demonstrated ability to span boundaries, buffer teams from stressors, take risks, create clear vision, and focus on providing the right care at the right time.

## •Team Development

- Creating a shared vision, developing team values, embracing a nonhierarchical team structure, fostering strong team relationships, hiring the right providers, creating clear roles and responsibilities, cross-training providers, developing the systems and providing operational support for integrated treatment.

SAMHSA-HRSA CENTER FOR INTEGRATED HEALTH SOLUTIONS, March 2014



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# ESSENTIAL ELEMENTS OF EFFECTIVE INTEGRATED PRIMARY CARE AND BEHAVIORAL HEALTH TEAMS

*Paradigm shift from individual to team-based care focused on the patient.*

- **Team Process**

- Effective communication among providers, clinical case review, day-to-day operational communication, process communication, and continued reassessment of the team-based care process.

- **Team Outcomes**

- Identify clear patient outcomes as key to guiding a shared treatment approach as well as reducing conflict among providers.

SAMHSA-HRSA CENTER FOR INTEGRATED HEALTH SOLUTIONS, March 2014



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# Better Practices in Collaborative Mental Health Care: an Analysis of the Evidence Base

- Successful collaboration requires **preparation, time, and supportive structures**; building on pre-existing clinical relationships.
- Collaborative practice is likely to be most developed when clinicians are **co-located** and most effective when the **location is familiar and non-stigmatizing** for patients.
- Degree of collaboration does not appear to predict clinical outcome.
- **Enhanced collaboration paired with treatment guidelines or protocols** offers important benefits over either intervention alone in major depression.
- **Systematic follow-up** was a powerful predictor of positive outcome in collaborative care for depression.

Craven et al., Can J Psychiatry, May 2006, Vol 51, Supplement



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# Guide to Building Collaborative Mental Health Care Partnerships in Pediatric Primary Care

- **Timely Access to Consultation**  
Rapid communication, answers to clinical questions are provided to PCCs in a timely way allowing rapid response to patients and their families; timely access to consultation with CAPs who provide practical and understandable
- **Direct Psychiatric Service**  
As a result of consultation rapid access to psychiatric evaluations and care if needed; strengthens collaboration
- **Care Coordination**  
Care coordination to help patients and their families navigate access to the appropriate level of psychiatric services (e.g., outpatient, urgent, emergency, inpatient)
- **Primary Care Clinician Education**

DeMaso D; Martini R, Sulik LR; AACAP 2010



# Summary



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# Manage the “C’s”

- Creative
- Collaborative
- Care
- Consultative
- Co-located
- Coordinated
- “Clients”
- “Customers”
- Community
- Capacity
- Connection
- Clarity
- Case
- Champions
- Comorbidities
- Comprehensive
- Centered
- Consilience
- Compassionate
- Coaching
- CHANGE
- Communication
- Choreograph
- “Collaborators”
- Chart
- Cost
- Competencies
- Complexities
- Challenges
- Circles



# The Call to Action



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# Call to Action

- Change
- our thinking and our behaviors
- in the collaborative pursuit of optimal health and well-being
- in our patients and in ourselves
- by embracing evidenced-based change models
- at the organizational and the individual level
- leveraging innovations and technology to further the understanding
- of who needs to change what and how
- maximizing the value of and the expertise of
- fully integrated and fully developed behavioral health teams
- to lead individuals and organizations through processes of effective and sustainable
- Change



# Gratitude



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