



Support Needs  
Approach for Patients

# Training Unit 2: Implementation

v18/05/2022 (online)

[theSNAP.org.uk](http://theSNAP.org.uk)

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# Outline

- 1) Planning: getting ready for SNAP implementation
- 2) Piloting: getting started with SNAP implementation
- 3) Cascading SNAP training
- 4) Sustaining SNAP implementation

# 1

Planning:  
Getting ready for  
SNAP implementation

# Planning and preparing for implementation

- Implementation of SNAP involves a **change** in practice
- Change is challenging – **planning & preparation help**
- **Aim = a clear & agreed plan for your team, site or organisation**

# Implementation Team

- SNAP Champions:
  - clinicians advocating for SNAP to be introduced
  - may have used SNAP
- Administrative support:
  - support meetings
  - bring the views of the administrative team
  - expertise of IT team



## ACTIVITY 1 - Consider...

- How has your team, site, or organisation previously introduced and embedded new initiatives?
  - *How were new initiatives introduced previously?*
  - *What preparation was done in advance?*
  - *How were individual clinicians helped to prepare?*
  - *How successful was it?*
  - *What helped?*
  - *What hindered it?*



## ...and reflect

- What should be done differently when implementing SNAP as a new way of working?



## Useful resources

- NICE: Practical steps to improving the quality of care and services using NICE guidance

<https://intopractice.nice.org.uk/practical-steps-improving-quality-of-care-services-using-nice-guidance/index.html>

- NHS: First steps to quality improvement: a simple guide to improving services

<https://www.england.nhs.uk/improvement-hub/publication/first-steps-towards-quality-improvement-a-simple-guide-to-improving-services/>




# Engage senior management

- Engage the senior management team **early**
- Support for time and resources

# Planning Meetings

- Purpose:
  - Developing an implementation plan **as a team**
  - Reviewing progress
  - Troubleshooting
- Who should be there? **Implementation Team!**
  - SNAP Champion(s)
  - Admin support and IT team

# Proactive Planning

- Proactive planning approach  sustainability
- Plan:
  - describes the goals
  - sets out the preparation work
  - helps determine resources needed and when
  - establishes key milestones
  - helps monitor progress
  - helps achieve goals

## Revisiting current policies

- Any established policies on identifying and addressing patients' needs, or person-centred care?
- Are we entirely delivering on that policy?
- Legitimises implementing SNAP
- Document and communicate to:
  - colleagues
  - senior management team



## Identifying current practice

- How do we become aware of, and address, patient support needs?
- Creates a baseline
- Hold a discussion session
- Use a short survey
- Document and communicate to:
  - colleagues
  - senior management team



## Tip

- Record any information gathered to reflect back on when evaluating how SNAP has changed practice

# Formatting the “How Are You?” Booklet

- Can tailor the booklet to your organisation, but must maintain the SNAP Tool’s integrity – the **copyrighted content**
- Front page – you could add...
  - Organisation name/logo
  - Space for patient name and date
  - Statement of purpose – or use a cover letter (template in “Resources” on SNAP website)



# Formatting the “How Are You?” Booklet

- Centre pages – core copyrighted © components of the SNAP Tool (can not be changed):
  - 15 questions
  - ‘anything else’ section
  - response categories
  - Directions for completion
  - Prioritisation statement
  - Copyright details

**How are you?**  
 We would like to know what support you need. Please tick the box that best represents your needs now, for each statement below.


Do you need more support with...	No	A little more	Quite a bit more	Do you need more support with...	No	A little more	Quite a bit more
...understanding your illness				...practical help in the home or garden			
...managing your symptoms (including medication and oxygen)				...your personal care (e.g. dressing, washing)			
...dealing with your feelings and worries				...aids or equipment to help you			
...looking after any other physical health problems you may have				...family relationships (including talking to your relatives about your illness)			
...having a healthier lifestyle (e.g. keeping active or eating well)				...knowing what to expect in the future			
...getting out and about				...accessing or using services			
...overcoming boredom or loneliness				...anything else - please write in:			
...financial, legal, work or housing issues				Does a family member or friend who helps you need more support?			

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# Formatting the “How Are You?” Booklet

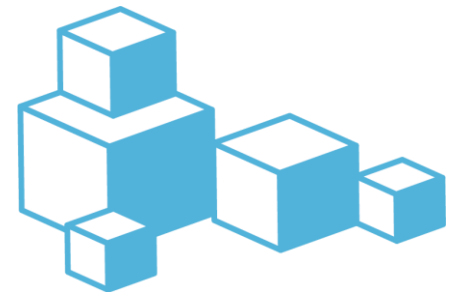
- Back page – could add a summary of shared response:
  - support need(s) discussed
  - actions identified together
  - conversation date
  - or use the SNAP Support Plan

 Support Needs Approach for Patients		
Support Needs Approach for Patients (SNAP): Support Plan		
<small>Copyright © 2019 (SNAP Support Plan v2) University of East Anglia &amp; University of Cambridge. No adaptations or modifications allowed without permission. M Farquhar, AC Gardener &amp; G Ewing have asserted their moral right to be identified as authors of the SNAP Support Plan. Please do not remove this notice. <a href="https://thesnap.org.uk/">https://thesnap.org.uk/</a></small>		
Name of patient: _____		
Date of needs-led conversation	Support need prioritised (state the specific need identified, not the item ticked on the SNAP tool)	Shared response (agreed action plan to address support need discussed)

# Formatting the “How Are You?” Booklet

- REMEMBER!

- The ‘core’ components of the SNAP Tool must not be amended as they are **protected by copyright**
- However, the **back and front covers and any cover letter can be tailored** to suit your individual service



## Tips

- Consider support with the design aspect of your documentation e.g. admin, IT
- Consider where to store blank SNAP Tools so that they are easily accessible to clinicians

# Records

- Think about your current record system:
  - *paper or electronic?*
  - *what information is currently recorded?*
  - *does it need amending to record and retrieve SNAP info?*
- **Tip:**
  - start using paper records to work out what information you need, before you create an electronic record (if applicable)

## Identifying your goals

- Identify your goals and reflect on what successful implementation of SNAP will look like
- SMART system:
  - S pecific
  - M easurable
  - A ttainable
  - R ealistic
  - T imely

## SMART: Specific

- Identify :
  - the area that needs improvement
  - what action you will take
  - what you hope to achieve
  - who will be involved in making the change
- Likelihood of addressing a specific goal is higher than a general goal
- Series of mini targets toward overall goal

## SMART: Measurable

- Track progress
- Identify:
  - what to measure
  - how to measure
  - who will measure
- For example:
  - n=? SNAP Tools & SNAP needs-led conversations completed
  - shared responses – planned and actioned
  - unmet needs that can't currently be addressed

## SMART: Attainable

- Acceptable to team
- Work within the resources available
- Develop with the team
- Likelihood of achieving a goal will be higher if agreed together



## SMART: Realistic

- Goals should be something you can actually achieve and relevant to your work
- For example:
  - *Is the organisation willing to introduce SNAP?*
  - *Do clinicians have the resources to deliver SNAP?*
  - *Is the patient group able to engage with SNAP?*

## SMART: Timely

- Setting a timeframe will help you keep on track
- Interim time targets toward overall goal
- For example :
  - *when should the pilot have been completed?*
  - *when should all clinicians have received training by?*



## ACTIVITY 2 - SMART

- Pause the presentation
- Complete the activity in the workbook which encourages you to start thinking about your goals for implementing SNAP using the SMART system

# SNAP Implementation Charter

- Purpose: to document goals
- Share with colleagues – including admin staff and senior management team – invite comments
- Useful for communicating:
  - the plan
  - the rationale for implementing SNAP
  - possible constraints to implementation and plans to overcome them

# Collecting meaningful information

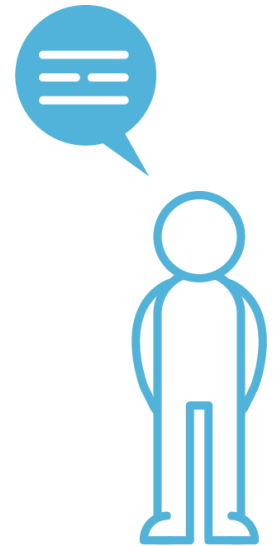
- Keep this simple!
- Helps you:
  - **demonstrate** if your goals have been met
  - **demonstrate** how successful the implementation has been within each team or site
  - **evidence** the work you are doing
- Establish what to collect and where/how to store it (retrievable)
- Don't need a final plan yet – just a starter plan

## How to collect information on SNAP

- Examples of good practice from clinicians:
  - motivate others
  - useful for training new staff
- Patient feedback:
  - present SNAP at existing patient groups
  - collect stories from patients
  - use a short survey
- Numerical information, e.g.:
  - *how many patients have completed a SNAP Tool and have a Support Plan completed?*

# Creating awareness about SNAP

- Within the team
- Across teams/sites/organisation
  
- Clinical and admin teams:
  - staff noticeboards
  - staff meetings
  - ...response to policy review (legitimises)
  
- Patients:
  - patient groups
  - patient noticeboards
  - patient newsletters





## ACTIVITY 3 – DRAFT IMPLEMENTATION PLAN

- Pause the presentation
- Start formulating your draft Implementation Plan
- Use the template for this in your workbook

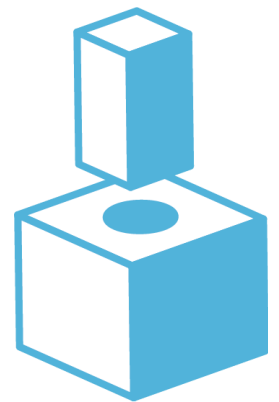


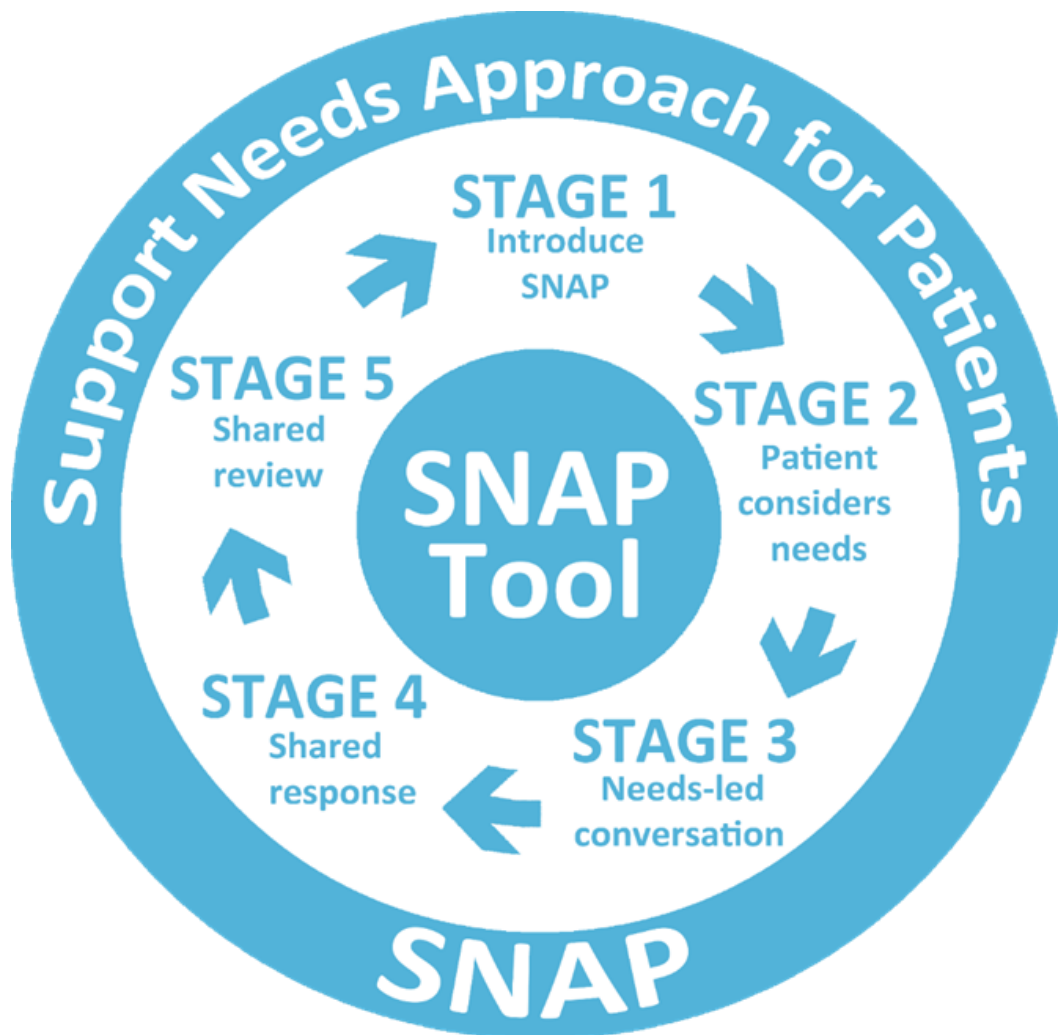
# 2

Piloting:  
Getting started with  
SNAP implementation

## Incorporating SNAP into practice

- Explore with your team, or within each site, the practicalities of how SNAP can best be incorporated into their routine practice
- Teams/sites may each need their own Delivery Plan
- Workbook includes:
  - Guidance for developing a SNAP Delivery Plan
  - Blank template for a SNAP Delivery Plan





# STAGE 1

Introducing SNAP  
to the patient

## Stage 1: Introduce SNAP

- How are you going to introduce SNAP?
- Who will introduce it?
- When will SNAP be introduced?
- Where will SNAP be introduced?

# STAGE 2

Patient consideration of needs

## Stage 2: Patient considers needs

- When will patients have time to reflect on their needs?
- Where will the patient complete the SNAP Tool?
- What will the patient do with their completed SNAP Tool?

**How are you?**  
 Please tick the box that best represents your needs for each statement below.

	No	A little more	Quite a bit more
Do you need more support with:			
...understanding your illness	<input checked="" type="checkbox"/>		
...managing your symptoms (including medication and symptoms)		<input checked="" type="checkbox"/>	
...dealing with your feelings and worries			<input checked="" type="checkbox"/>
...looking after any other physical health problems you may have	<input checked="" type="checkbox"/>		
...having a healthier lifestyle (e.g. keeping active or eating well)	<input checked="" type="checkbox"/>		
...getting out and about	<input checked="" type="checkbox"/>		
...managing business or finances		<input checked="" type="checkbox"/>	
...financial, legal, work or housing issues	<input checked="" type="checkbox"/>		
Do you need more support with:			
...practical help in the home or garden		<input checked="" type="checkbox"/>	
...your personal care (e.g. dressing, washing)		<input checked="" type="checkbox"/>	
...jobs or education to help you			<input checked="" type="checkbox"/>
...family relationships (including talking to your relatives about your illness)		<input checked="" type="checkbox"/>	
...knowing what to expect in the future			<input checked="" type="checkbox"/>
...accessing or using services		<input checked="" type="checkbox"/>	
...anything else - please write in:			<input checked="" type="checkbox"/>
Does a family member or friend who helps you need more support?			<input checked="" type="checkbox"/>

# STAGE 3

Needs-led conversation



## Stage 3: Needs-led conversation

- How will you ask about priorities and explore their individual needs?
- Who will complete the conversation with the patient?
- When will it happen?
- Where will it happen?

# STAGE 4

Shared response

## Stage 4: Shared response

- Who will facilitate the shared response?
- When will it happen?
- Where will it happen?

# STAGE 5

Shared review

## Stage 5: Shared review

- Who will facilitate the shared review?
- When and where will it happen?
- How will the review be recorded?
- How will you decide whether or when SNAP is needed again (Stages 1-5)?



## ACTIVITY 4 – DRAFT DELIVERY PLAN

- Pause the presentation
- Start formulating your draft Delivery Plan
- Use the guidance and template for this in your workbook

## Admin things...

- Tracking use of SNAP:
  - Where in the record system?
  - Reference copy of SNAP Tool & Support Plan for patient?
  - Clinician log?
- Where to keep 'blank' SNAP Tools & Support Plans:
  - New patient packs
  - Supplies for clinicians' bags/ clinic rooms

## Enablers and challenges

- Identify enablers and challenges
- Explore with colleagues how to address likely challenges
- Stakeholder analysis
  - NHS England & NHS Improvement – Online library of Quality, Service Improvement and Redesign tools – Stakeholder Analysis
  - <https://www.england.nhs.uk/wp-content/uploads/2022/02/qsir-stakeholder-analysis.pdf>





## ACTIVITY 5 – ENABLERS & CHALLENGES

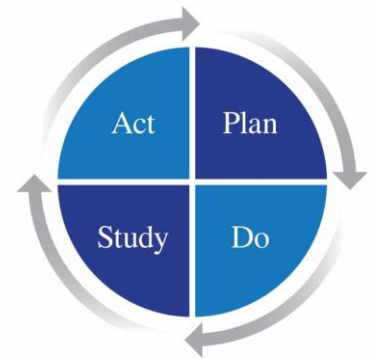
- Pause the presentation
- Complete the workbook activity on enablers and challenges

# Piloting

- Useful for:
  - Gaining experience in using SNAP
  - Identifying early enablers and challenges
  - Identifying and testing solutions
  - Gathering material for additional training
- **Tip:** A pilot will help you to reflect on *potential* challenges identified and whether they actually arose in practice

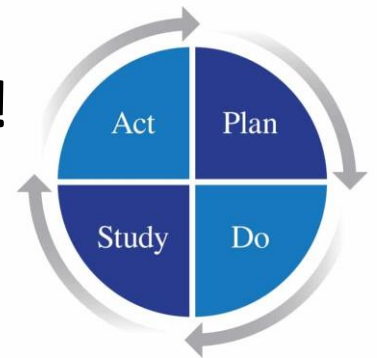
# Plan, Do, Study, Act

- **Plan** – the change to be tested or implemented
- **Do** – carry out the test or change
- **Study** – data before and after the change and reflect on what was learned
- **Act** – plan the next change cycle or full implementation



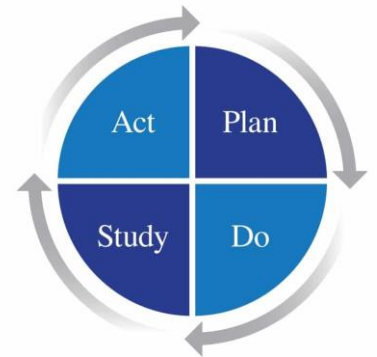
# Plan, Do, Study, Act

- Plan:
  - Which clinicians will pilot the use of SNAP?
  - How long will you pilot SNAP for?
  - What are your goals for the pilot?
  - How will you collect information during the pilot?
    - Pilot Monitoring Template
- Do:
  - Run the pilot - start using SNAP in practice!



# Plan, Do, Study, Act

- Study:
  - Review completed Pilot Monitoring Templates
  - Meetings with piloting clinicians and other stakeholders (e.g. senior managers and admin staff)
  - Consider what information to share (e.g. number of SNAP needs-led conversations, shared planning outcomes)
  - Get feedback and ideas from your colleagues and senior management team
- Act:
  - Wider implementation or make some changes and test with another small pilot





## ACTIVITY 6 – PILOT PLANNING

- Pause the presentation
- Complete the workbook activity on planning your pilot

# 3

## Cascading SNAP training

# Training others after the pilot

Two main methods:

- 1) Completion of SNAP online training (Unit 1) + team discussion sessions (pre & post)
  - Access to computer/tablet for Unit 1?
  - Professional development time for Unit 1?
  - Time-frame for completing Unit 1?
- 2) Face-to-face training session delivered by Implementation Team (*or SNAP Team bespoke*)



# Common questions asked about SNAP

- We have the answers!
  - ...in the SNAP Implementation Resources Pack
  - ...and short film on the website training page

## Other thoughts on training...

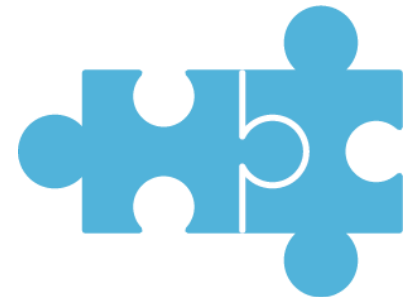
- Post-training meeting – once using SNAP in practice
- Training new staff
- Refresher sessions
- Additional training requirements e.g. communication skills, change management

# 4

## Sustaining SNAP implementation

## Sustaining a new way of working

- Aim for SNAP to become the ‘norm’
- The work already done will help (communicating clearly, agreeing processes, training everyone)
- Senior management support



# Methods for sustaining successful implementation

- 1) Monitor progress with SNAP
- 2) Engage your colleagues
- 3) Normalise SNAP



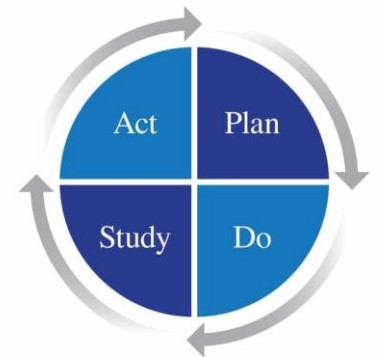
# 1) Monitoring and reviewing progress

- Who will be responsible for monitoring progress?
- Will you set up meetings specifically to reflect on your progress?
- How often will you reflect on your progress?
- What information will you use as a basis for monitoring your progress?

# 1) Monitoring and reviewing progress

If you are not meeting your goals...

- Were the goals realistic? Were they SMART?
- Discuss with colleagues what prevented goal attainment and what would help
- Repeat the Plan-Do-Study-Act cycle



# 1) Monitoring and reviewing progress

## Feedback

- Provide regular feedback to everyone:
  - senior management team
  - admin and IT staff
  - clinical colleagues
- Seeing progress incentivises
- Co-develop solutions





## 2) Involving and engaging colleagues

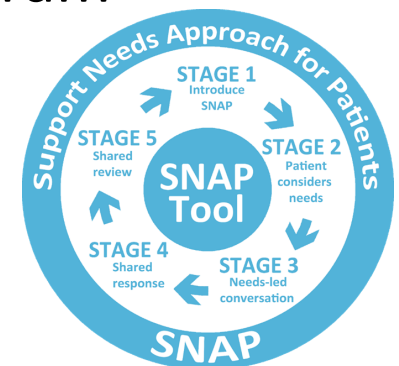
- Get feedback and act on it – listen and adapt
- Motivation and enthusiasm may start high, but need sustaining
- Ongoing engagement helps:
  - prevent reverting to previous practice
  - identification of positives and challenges
  - development of a culture of involvement

## 2) Involving and engaging colleagues

- Gather feedback formally & informally
  - explore & address challenges
  - use the motivation & successes of some to encourage others
- Share good practice:
  - Exemplars from clinicians
  - Feedback from patients (*ask about “How Are You?” Booklet*)
- Network with others externally

## 3) Normalising use SNAP

- Remove links to old ways of working
- Reminder systems:
  - stickers
  - fix the “How Are You? Booklet to the front of notes
  - electronic reminder system
  - SNAP tracking board
  - ‘aide-memoire’ e.g. 5-stages of SNAP diagram



## 3) Normalising use SNAP

- Agenda item: staff meetings & multi-disciplinary team meetings
- Add SNAP training to new staff induction programmes
- Hand responsibility for ongoing monitoring of SNAP over to senior managers



## ACTIVITY 7 – NORMALISING SNAP

- Pause the presentation
- Complete the workbook activity on normalising the use of SNAP

## Final checklist

- Support from senior management to move to wider implementation?
- All clinicians completed SNAP training?
- SNAP site champions been identified within each team/site implementing SNAP?
- Pilot of SNAP completed at each site?
- Everyone knows start date of wider SNAP implementation?
- All clinicians have a copy of the SNAP Delivery Plan?
- Plans for sustaining SNAP in place?

# SNAP: Support Needs Approach for Patients

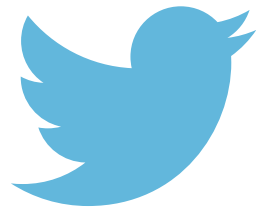


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# SNAP: Support Needs Approach for Patients







@SNAPstudyteam



CONGRATULATIONS!