Research Days

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Pediatric Intensivists' Use of Nudging in Care Conferences

Aliza Olive

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Pediatric Intensivists' Use of Nudging in Care Conferences

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Definition of Nudging

• “...Behavioral strategies that aim to change people’s behavior in a predictable way without forbidding any options or significantly changing their economic incentives”.
• “Nudges are not mandates...they alter the underlying ’choice architecture’.”
• Choice architecture is simply the environment in which people make choices

Types of Nudging

<table>
<thead>
<tr>
<th>Nudge Type</th>
<th># (%)</th>
<th>Nudge Type</th>
<th># (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Positive saliency</td>
<td>10 (1.8)</td>
<td>Default</td>
<td>73 (12.7)</td>
</tr>
<tr>
<td>Negative saliency</td>
<td>7 (1.3)</td>
<td>Endowment</td>
<td>15 (2.7)</td>
</tr>
<tr>
<td>Gain frame</td>
<td>98 (17.5)</td>
<td>Commission</td>
<td>7 (1.3)</td>
</tr>
<tr>
<td>Loss frame</td>
<td>78 (14)</td>
<td>Omission</td>
<td>9 (1.6)</td>
</tr>
<tr>
<td>Mixed frame</td>
<td>26 (4.7)</td>
<td>Recommend</td>
<td>53 (9.5)</td>
</tr>
<tr>
<td>Yes/no</td>
<td>25 (4.5)</td>
<td>Expert opinion</td>
<td>3 (0.5)</td>
</tr>
<tr>
<td>Two options</td>
<td>31 (6.6)</td>
<td>Certainty</td>
<td>56 (10)</td>
</tr>
<tr>
<td>Multiple options</td>
<td>15 (2.7)</td>
<td>Social norming</td>
<td>34 (6.1)</td>
</tr>
<tr>
<td>Open ended</td>
<td>17 (3)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Methods

- Aim to identify how pediatric intensivists use nudging to guide decision making
- Retrospective analysis
- Validated coding scheme
- Three team members coded the transcripts
- Analysis of frequency of each type of choice presentation

Results

- 1095 nudges in 63 transcripts
- Average of 7.6 nudging types in each conference
- 309 decision episodes across the
- Tracheostomy was most frequently discussed, followed by G-tube, redirection of care, DNR, hospice, and medication or treatment decisions

Conclusions

• Gain frame used more frequently than loss frame
• Emphasis on benefit over harm
• Default and gain frame used in most number of care conferences
• Followed by recommendation
• Further research to study best ways to utilize nudging to support family members decision making