**Alosa Health Practice Detail Rubric**

Detailer Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Observer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

|  |  |  |  |
| --- | --- | --- | --- |
| **Elements of a Visit** | **(1)****Needs Improvement** | **(2)****Meets Expectations** | **(3)****Excellent** |
| **Introduction:*** Effectively reviews role and purpose of visit
	+ Summarized last visit and asked about experiences and progress made
* Recognizes nonverbal communication & builds trust
 |  |  |  |
| **Needs Assessment:*** Utilizes open ended questions to uncover prescriber needs and educational opportunities
* Exhibits empathy
 |  |  |  |
| **Features and Benefits:*** Conveys evidence
* Describes what’s in it for the provider (WIIFM)
 |  |  |  |
| **Key Messages:*** Delivers key messages with impact & focuses on identified needs
* Utilizes materials effectively & presents them effectively (virtually)
 |  |  |  |
| **Barriers and Enablers:*** Identifies obstacles & provides solutions and path forward
* Offers follow up
 |  |  |  |
| **Objections:*** Clarifies objections
* Negotiates solutions
 |  |  |  |
| **Summary and Close:*** Reviews key messages
* Gains commitment for action/behavior change
* Plans for follow-up
 |  |  |  |

|  |  |  |  |
| --- | --- | --- | --- |
| **Overall Review of Detail Visit** | **(1)****Needs Improvement** | **(2)****Meets Expectations** | **(3)****Excellent** |
| **The detailer’s body language, tone, and eye contact (virtual presentation) seemed appropriate**  |  |  |  |
| **The provider seemed engaged** |  |  |  |
| **Overall, the encounter embodied the elements of a successful AD visit** |  |  |  |
| **To the best of your judgment, this detail session resulted in building/maintaining a positive relationship with the clinician** | Unlikely1 | Likely2 | ExtremelyLikely3 |
| **To the best of your judgment, this detail session will result in a change in behavior** | Unlikely1 | Likely2 | ExtremelyLikely3 |
| **Comments:** |

|  |  |
| --- | --- |
| **Total Score**  |  |