

*A National Resource to support the consistent and sustained impact of the Care Aims Intended Outcomes Decision-making Framework*

Kate Malcomess  
[kate@careaims.com](mailto:kate@careaims.com)  
[www.careaims.com](http://www.careaims.com)

1

---

---

---

---

---

---

---

---

---

---

### Session Outline

Timings	Content	Process
1:00	Meet and Greet Overview of HEIW's offer for Sustainability and Reach	Alex Howells – HEIW Chief Executive
1:20	Overview of the Core Principles of Care Aims Framework	Kate
1:40	Group Discussion – What struck you? What are the key drivers for the public, the workforce and your Health Board? What questions does this leave you with?	Break Out Groups
2:00	Debrief – Q&A and dialogue around key concerns	Plenary
2:20	Strategic Intentions and facilitators of the systemic transformation	Kate
2:40	Worst fears – What might be lost if these intentions are realised and how might you mitigate these losses?	Break Out Groups
3:00	Break	
3:10	Debrief with Q&A and dialogue around key concerns	Plenary
3:40	Accountability, line of sight and the issue with looking for Certainty rather than Clarity	Kate
4:00	HEIW Proposal – guidance on how to select key communication links and service area for priorities	Plenary
4:20	Final Q&A and actions	Plenary
4:30	END	

2

---

---

---

---

---

---

---

---

---

---

## Familiarity with Care Aims

How well do you understand the Care Aims framework?

Have 1. only ever heard the name 6. Fully understand it and use it every day

How much impact do you think it's had on the thinking and practice in your Health Board?

None, 1. None of our services use it 6. Significant impact on practice

4

---

---

---

---

---

---

---

---

---

---

## Policy Context and Strategic Intentions

5 

---

---

---

---

---

---

---

---

## ?Strategic Intentions?

- ✓ **Well-being for all** – the public, families, communities, all agencies' leaders and staff working as equal partners
- ✓ **Best use of all expertise and resources** - acknowledging the unique contribution each person makes to the outcome
- ✓ **Limited intrusion in people's lives** - supporting resilience and capacity in all service users
- ✓ **Reduced health and well-being inequalities** - proactive, asset-based, community-focussed relationships
- ✓ **Confident and capable practitioners and leaders** - moving to outcomes-driven conversations and decision-making
- ✓ **A system that makes sound improvement (governance) decisions** - continuous reflection on outcome and reasoning, building trust and relationship and facilitating professional autonomy and accountability for improvement

6 

---

---

---

---

---

---

---

---

## A Learning Health & Care System

... The National Clinical Framework ...

- ✓ "envisages that health boards and trusts take a **population health approach** to planning services, grounded in the **life course approach**."
- ✓ Sets out how (they) should adopt service innovations and higher value clinical pathways in a way that fits their **local context**."
- ✓ Emphasises the importance of local organisations applying quality system methodology and the duties of quality and candour. It reinforces the need for clinical teams to embed **quality assurance cycles** and clinicians to adopt prudent in-practice behaviours.
- ✓ "...Highlights the importance of using **data on what matters to patients** ..." page 11

7 

---

---

---

---

---

---

---

---

*"Its message is don't wait to be told.  
This Framework is your  
permission to act."  
Vaughan Gething*



8

---

---

---

---

---

---

---

---

**How hopeful are you that everyone will hear and embrace the permission to act?**

**Very pessimistic**  
everyone's watching  
their back



**Not hopeful**  
a lot needs  
to change to  
convince us

**Hopeful**  
there is  
a real shift in  
autonomous  
practice

**Very hopeful**  
it's happening  
already



Adapted from slide by Derek Mowbray 2006

9

---

---

---

---

---

---

---

---

## **Whole Systems Transformation**

**"There is nothing more difficult to take in hand, more perilous to conduct or more uncertain in its success, than to take the lead in the introduction of a new order of things."**

**Niccolo Machiavelli**

10

---

---

---

---

---

---

---

---

If the answer is 82% ...  
what is the question??



*What proportion of  
transformational change  
projects fail?*

---

---

---

---

---

---

---

---

11

**The TRADITIONAL Language of  
Systemic Change ...**

**BEHAVIOUR  
TASK  
INPUT  
WHAT?  
ROLE**

**PROCESS  
APPROACH  
STRUCTURE  
HOW?  
OUTPUT**

**Leads us up the road of certainty**

© Kate Malcomress 2016

---

---

---

---

---

---

---

---

12

Most people think **the doing**.  
This **raises anxiety** about **how?**,  
**when?** and  
**what?** And **how much?**  
**everyone should be doing.**

13

---

---

---

---

---

---

---

---

13



## Care Aims Framework draws on ...

A large body of research that elucidates the factors that support optimal professional practice. In particular:

- ✓ The **knowledge management literature** from other sectors that indicates that tacit rather than explicit research-base knowledge underpins most professional work
- ✓ The **psychology of human change literature** that indicates that **collaborative decision-making** is at the core of professional effective practice

© Kate Malcomess 2000, updated 2105

14

---

---

---

---

---

---

---

---



## Professional Decision-making is

.....the Art and Science of **Uncertainty**

*Relies on*

- ✓ **knowledge** of interactional & causal relationships (book knowledge)
- ✓ competencies acquired through **experience** coupled with a process of prior learning
- ✓ **learning acquired through hypothesis-driven** decision-making and individual **reflections** on personal experiences

© Kate Malcomess 2015

15

---

---

---

---

---

---

---

---

“More important than the quest for certainty is the quest for clarity.” Francois Gautier

*In seeking certainty and pinning it down, in the belief there is a right and wrong way to do things, we depersonalise our decisions and lose reason, autonomy and choice (resilience).*

16

---

---

---

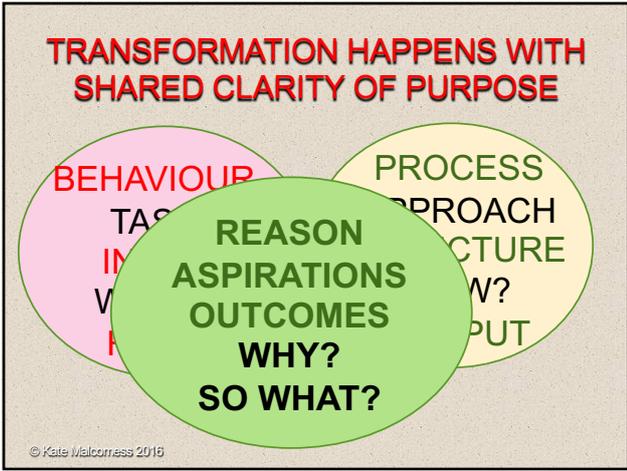
---

---

---

---

---



17

---

---

---

---

---

---

---

---



18

---

---

---

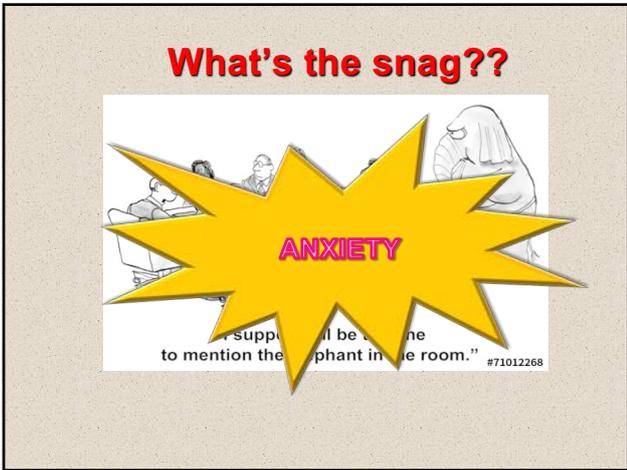
---

---

---

---

---



19

---

---

---

---

---

---

---

---

## Containing anxiety in institutions

Isabel Menzies-Lyth (1988)

... the success and viability of a social institution are intimately connected with the techniques it uses to **contain anxiety** (p78)

... the nature of that anxiety is intimately connected to the **primary task** of the institution'

The primary task being the 'task [the organisation] must perform if it is to **survive**'. (Miller & Rice, p35)

20

---

---

---

---

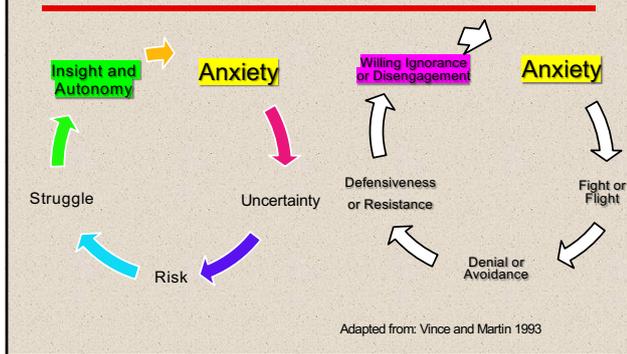
---

---

---

---

## Functional vs Dysfunctional Learning Cycles



21

---

---

---

---

---

---

---

---

## The answer?

### Move away from role and hierarchy

- ✓ **Uncertainty cannot be removed**, leadership teams need to become more comfortable and skilled at working with the unknown – **negative capability**
- ✓ Find ways to **de-personalise** conflict - focus conversations on **'outcomes'** not on tasks, roles or directives
- ✓ **Embrace uncertainty**, it unlocks autonomy and supports the workforce to co-create their own solutions to complex challenges
- ✓ Accept **emotions** – they are valuable data – listen at a much deeper level to support insight and learning - **not knowing** can be frightening for everyone!

22

---

---

---

---

---

---

---

---



## The Care Aims Framework

**is ...**

- ✓ A framework for **decision-making and evidence-based** practice that enhances the negative capability built into the clinical reasoning process, to maximise learning
- ✓ A **person-centred approach** to collaboration around intended **outcome**
- ✓ A **set of principles** to guide complex decisions and ensure personal responsibility is retained to promote independence, autonomy and the best possible outcomes

© Kate Malcomess 2000

23

---

---

---

---

---

---

---

---

## What does it involve?

It represents a significant transformation in **culture, mind-set and expectations** throughout the system which involves:

- ✓ using **knowledge and expertise** differently
- ✓ **recalibrating** the concepts of **duty, risk and need**
- ✓ repositioning service users (at all levels) from consumers to **collaborators**
- ✓ **changing governance methodology** to ensure reflective practice is at its core

© Kate Malcomess 2012

24

---

---

---

---

---

---

---

---

## How is Care Aims different?

<b>Care Aims focus</b>	<b>Traditional focus</b>
✓ People and their lives	❖ Patients/Service Users
✓ Impact-based reasoning to guide duty of care	❖ Problem-based reasoning to guide duty of care
✓ Person-centred outcomes	❖ Condition/disease-centred outcomes
✓ People in control and taking responsibility for outcome, at all levels	❖ Service responsibility for input and outcome
✓ Collaboration/co-production at service boundaries	❖ Thresholds and referral eligibility criteria
✓ Early access to expertise and knowledge	❖ Delayed access to expert treatment

© Kate Malcomess 2008

25

---

---

---

---

---

---

---

---

## An outcomes framework helps us tolerate uncertainty

...when we change the order of things!

We need to **start** with what we can **discover** not what we can deliver




---

---

---

---

---

---

---

---

26

**The Care Aims Framework is not...**

- ✓ ~~a service delivery model~~
- ✓ ~~an approach to care~~
- ✓ ~~a set of forms/paperwork~~
- ✓ ~~an outcome measure~~
- ✓ ~~a process to be followed~~

**You cannot do Care Aims!**

© Kate Malcomess 2020

---

---

---

---

---

---

---

---

27

### Care Aims Core Beliefs, Values & Principles

BELIEFS	VALUES	PRINCIPLES
Human beings are hard-wired to create their own solutions, even to complex challenges	Authenticity	Think collectively and systemically, act locally
Compassionate relationships are essential to enhance this innate capacity	Kindness	Share resources, knowledge and power with those best placed to act
Communities that recognise this thrive	Openness	Witness the strengths and capabilities of others and encourage autonomy
Sustained change is best achieved through continuous learning	Humility	Collaborate at and across organisational and professional boundaries and challenge unhelpful processes
	Curiosity	Champion the voices of those closest to the challenges (often those heard the least)
	Diversity	Design systems to support reflection and learning, rather than to control
	Clarity	
	Creativity	
	Freedom to act	
	Trust	

---

---

---

---

---

---

---

---

28

If 82% of transformation fails...



...how can we ensure this is one of the 18%??

© Kate Malcomess 2020

32

---

---

---

---

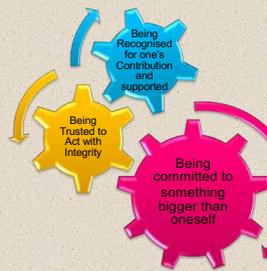
---

---

---

---

### Who needs to change and Why?



- Does everyone agree change is needed?
- Has everyone contributed to the Vision and Core Ambitions of this shift in practice?
- Does everyone understand what good would look like?

© Kate Malcomess 2020

33

---

---

---

---

---

---

---

---

### The natural order of things



© Kate Malcomess 2020

34

---

---

---

---

---

---

---

---



35

---

---

---

---

---

---

---

---

---

---

- How would you know you'd arrived?**
- Public Intended outcomes (in their voice)**
1. We (the population of Wales) will be achieving our personal outcomes more frequently
  2. We will be feeling confident to self-manage – trusting you and ourselves
  3. We will be able to access help when we feel we need it
  4. We will be more included in our local communities
  5. We will be safer and feel less worried/concerned
  6. We will have a better understanding of local resources and be able to access these independently
  7. We will have confidence in your services and experience less disappointment
  8. We will be treated with respect and dignity by you

36

---

---

---

---

---

---

---

---

---

---

- How would you know you'd arrived?**
- Workforce Intended Outcomes (in their voice)**
1. We will be happier and confident that reasonable decisions will be supported by the HB/Trust
  2. Our patients' outcomes will be better
  3. We will be confident in our own reasoning and ability to learn from our practice
  4. There will be collective well-being in the service i.e. we will be valuing, trusting and respecting each other
  5. Our job satisfaction will be high and we have pride in our work
  6. We will be feeling more committed to the team and the organisation
  7. We will be feeling better about managing the demand
  8. We will be feeling less stressed
  9. We will be feeling safer – not be fearful of being blamed
  10. We will be confident in all our strategic decision-makers
  11. We would have renewed positivity and energy

37

---

---

---

---

---

---

---

---

---

---

## How would you know you'd arrived?

### Directorate/Service Intended Outcomes (in their voice)

1. We will be trusting each other to report issues and learn together
2. People will want to work for us and will be staying with us for longer
3. All staff and leaders will be feeling valued, understood and treated with dignity
4. Higher staff morale – and there will be a no blame culture
5. Our partners will be trusting us to collaborate fully in a common good
6. Our service users will be trusting us to listen and understand
7. Leaders will be feeling more supported in their decision-making (empowered) because they have line of sight to the decisions being made at service level
8. Leaders will be feeling less anxious and therefore more likely to co-create with staff rather than attempt to direct their decisions
9. NHS Wales and WAG will be trusting us and using our intelligence to support strategic decisions
10. We will be financially secure and thriving as an organisation

---

---

---

---

---

---

---

---

38

## Levels of Effectiveness?

### Low Risk Population

Informed Self Help

Targeted Public Health programmes

Primary care and Universal Offer

Individual Intervention

Unplanned/  
Statutory Intervention

E  
F  
F  
E  
C  
T  
I  
V  
E  
N  
E  
S  
S

© Kate Malcomess 2002

---

---

---

---

---

---

---

---

39

## What works best?

### Proximity of Intervention

Informed Self Help

Primary Care

Secondary Care – Community

Secondary - Hospital

Tertiary  
Care

E  
F  
F  
E  
C  
T  
I  
V  
E  
N  
E  
S  
S

© Kate Malcomess 2002

---

---

---

---

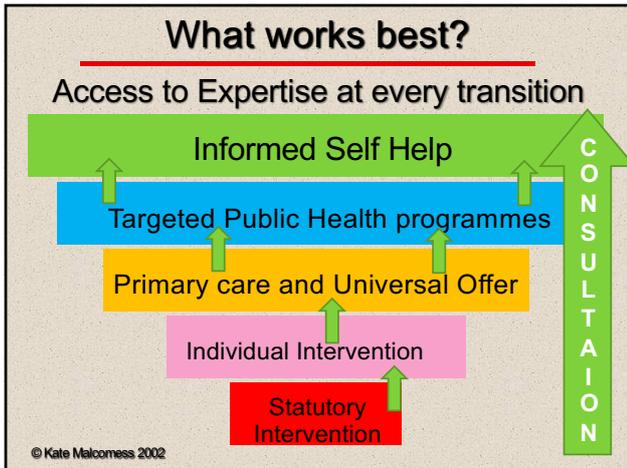
---

---

---

---

40



41

---

---

---

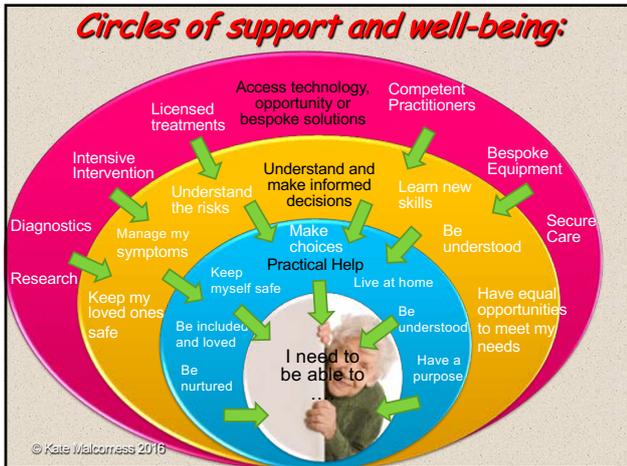
---

---

---

---

---



42

---

---

---

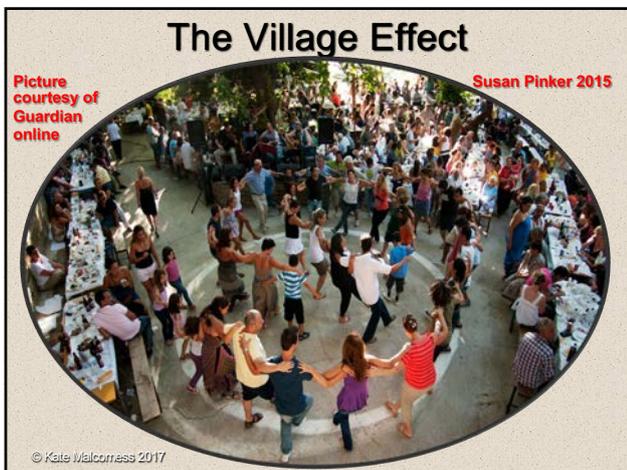
---

---

---

---

---



43

---

---

---

---

---

---

---

---

## What gets in the way of collaborative decisions?



Beliefs and assumptions about **NEED!**

© Kate Malcomress 2018

44

---

---

---

---

---

---

---

---

## The effect?

Funneling into "Tiers" of Intervention



45

---

---

---

---

---

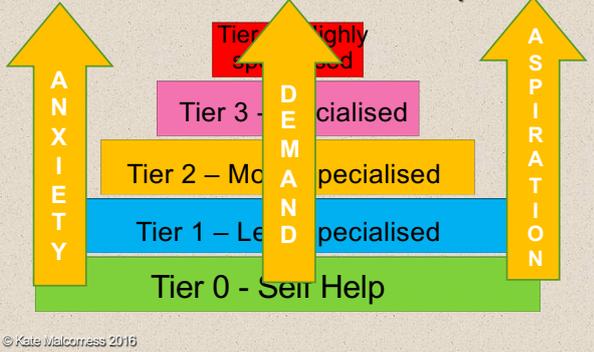
---

---

---

## What stops this working?

ANXIETY and Beliefs about Expertise



46

---

---

---

---

---

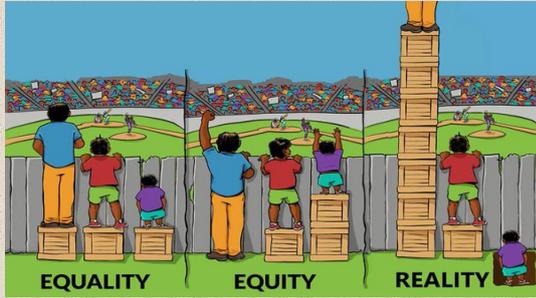
---

---

---

Problem-based decisions do harm!

*The worried well and the hard to reach!!*



---

---

---

---

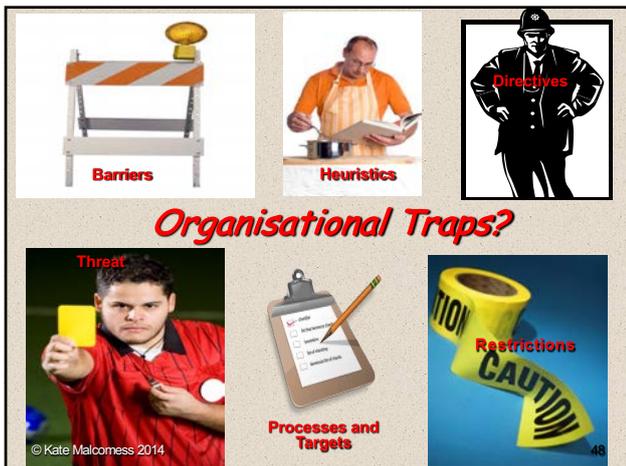
---

---

---

---

47



---

---

---

---

---

---

---

---

48

Event risks dominate our conversations



---

---

---

---

---

---

---

---

49

## Risks, deficits or problems dominate our conversations

- ✓ Create beliefs that increase vulnerability and *powerlessness*
    - knowledge expertise trumps proximity expertise and **reduces resilience and personal responsibility**
  - ✓ Delay access to more appropriate help
  - ✓ Impair communication between everyone around the person with the “problem” – **misaligned expectations and dissatisfaction**
  - ✓ Create incongruous anxiety that restrict autonomy
  - ✓ Limit collaboration and stop people adopting self-help strategies that would potentially benefit them
- Risk goes up because learnt helplessness becomes endemic through the entire system!**

© Kate Malcomson 2016

50

---

---

---

---

---

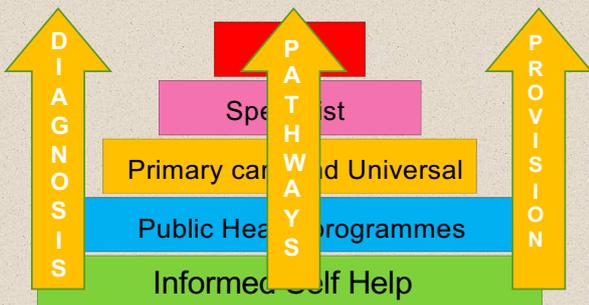
---

---

---

## The effect?

Beliefs about entitlement and resource



© Kate Malcomson 2016

51

---

---

---

---

---

---

---

---

??Current PROPORTION of OVERALL BUDGET SPEND and CONCENTRATION OF EXPERTISE for EACH LOCATION??

PUBLIC HEALTH/PREVENTION – <5%

PRIMARY/SELF HELP – <10%

SECONDARY – COMMUNITY – <8%

SECONDARY CARE – HOSPITAL – >67%  
**SPECIALIST EXPERTISE**

TERTIARY CARE – HOSPITAL - 10%?

52

---

---

---

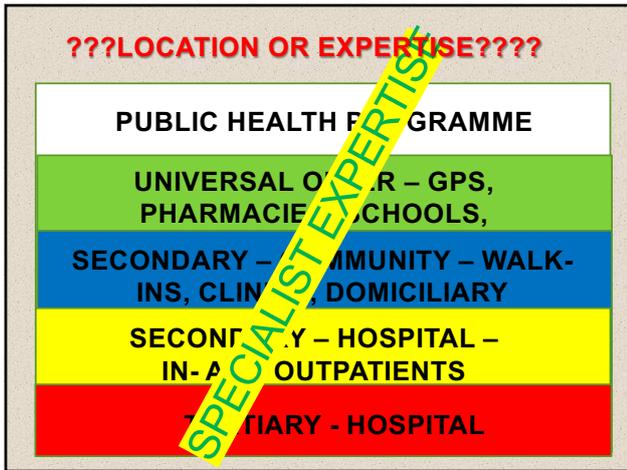
---

---

---

---

---




---

---

---

---

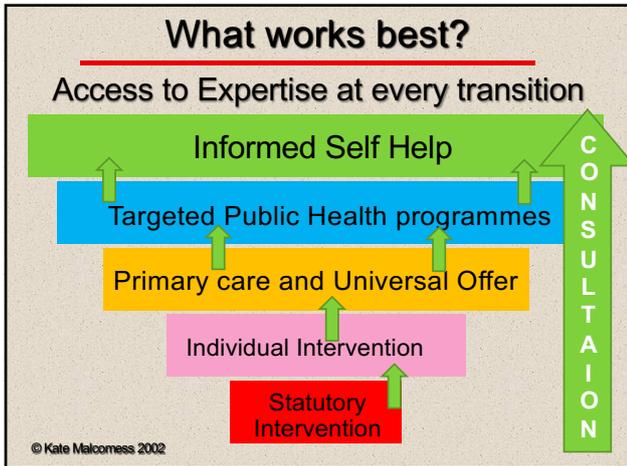
---

---

---

---

53




---

---

---

---

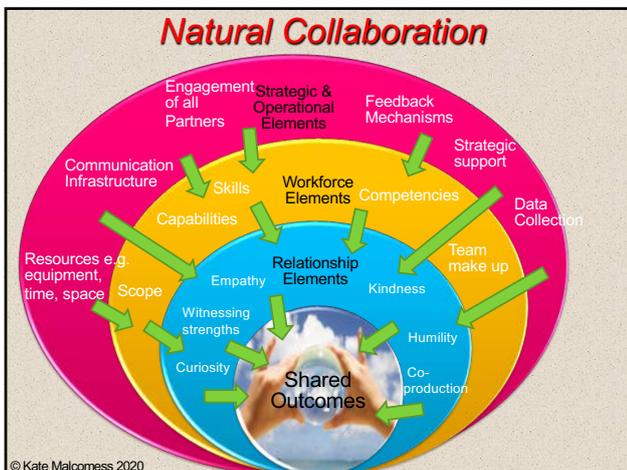
---

---

---

---

54




---

---

---

---

---

---

---

---

55

## How does Care Aims Help?

- ✓ All conversations start with **impact and intended outcome** and lead to **reasonable co-created decisions**
- ✓ Workload of all services is **redistributed** to include much more work **capacity building** across organisations, team and sector boundaries
- ✓ **Modes** of accessing specialist expertise are changed to support autonomy and collaboration at the **point of need**
- ✓ **Decisions are validated** through robust reflective practice forums, peer review and spaces for understanding reasoning across all professions and remits
- ✓ Metrics focus on the impact of the activity and process on **well-being outcomes for people**
- ✓ Focus is on growing **capabilities and nurturing relationships** within and across teams

© Kate Malcomess 2008

56

---

---

---

---

---

---

---

---

## From deficits to impacts/outcomes

Equality	Equity	Justice
		
The assumption is that everyone benefits from the same supports. This is equal treatment.	Everyone gets the supports they need (this is the concept of "affirmative action"), thus producing equity.	All 3 can see the game without supports or accommodations because the cause(s) of the inequity was addressed. The systemic barrier has been removed.

57

---

---

---

---

---

---

---

---

## What are you counting and why?



**"Not everything that can be counted counts, and not everything that counts can be counted"**

Albert Einstein

© Kate Malcomess 2021

61

---

---

---

---

---

---

---

---

## Provides an Illusion of control

- ✓ Most attempts at transformation focus on changing process and task (**what and how we will do things?**) - not on reason and outcome (**why we need to do it and so what we've done it?**)
- ✓ This focus on changing behaviour often results in a set of **rules, guidelines, procedures, pathways and requirements** which are then used to **direct decisions!**
- ✓ Applying a **command-and-control paradigm** to **"person-centred decisions"**, reduces decisions to algorithms, **stops thinking and breeds apathy.**
- ✓ Filling in the **paperwork** and **ticking the boxes** becomes the focus of 'transformation' and outcomes are lost in arguments about **task, role, regulations and process.**



© K. Malcomess 2011 update 2020

62

---

---

---

---

---

---

---

---

*'Companies have no time to tell people what to do in fast-changing markets.*

*The solution is to train them to think for themselves'*

Jack Welch, CEO, General Electric

**1985!!!!!!**

63

---

---

---

---

---

---

---

---

## Governance

**Think about what? How do we know we are thinking the right things?**



**WHAT EVIDENCE WOULD CONVINC YOU THAT YOU AND YOUR STAFF WERE DOING YOUR DUTY?**

© Kate Malcomess 2010

64

---

---

---

---

---

---

---

---

## What gets in the way of reasonable decision-making?



Beliefs and assumptions about what makes a good decision

© Kate Malcomress 2018

65

---

---

---

---

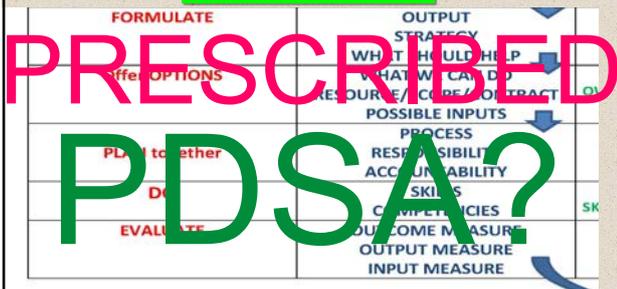
---

---

---

---

## Where does a good decision start?



Frequently results in Buyer's Remorse!

66

---

---

---

---

---

---

---

---

## Logic Models – Wrong order of things!



© Kate Malcomress 2018

67

---

---

---

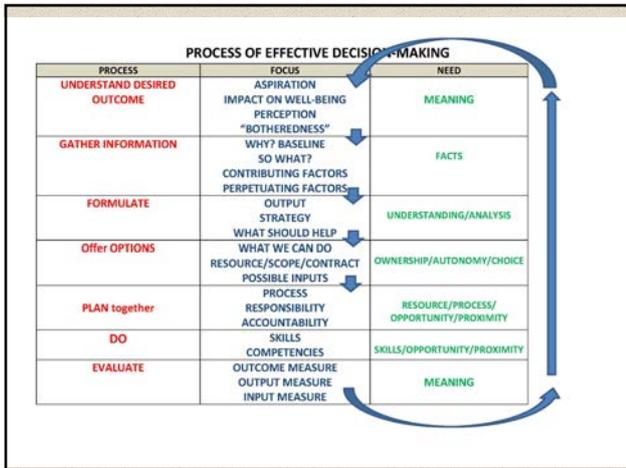
---

---

---

---

---



68

---

---

---

---

---

---

---

---

---

---

---

---

*Care Aims is all about the "why" questions, equipping everyone to do the thinking and make decisions that support us to do our Duty not to "perform" a role*

*The focus is on conversations about intended outcomes and impacts - i.e. "So What?"*

69

---

---

---

---

---

---

---

---

---

---

---

---

**Better Decisions**

come from a shared understanding of personal impact and aspiration which comes from better relationships which are build on effective conversations

© Kate Malcomson 2017

70

---

---

---

---

---

---

---

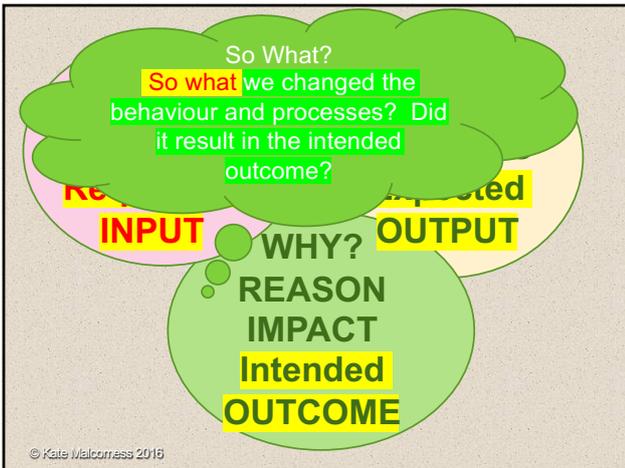
---

---

---

---

---



71

---

---

---

---

---

---

---

---

Reasonable safety without loss of autonomy

Clarity about my options

Peace of mind

**Duty to decide**  
 what would provide the public, their families and those around them with

Improved Well-Being

Clear, wise decisions for my life

Direction for supported self-management

© Kate Malcomess 2017

72

---

---

---

---

---

---

---

---

### Evidence-based Assurance

- ✓ Does your current intelligence help you make *effective governance decisions*?
- ✓ What evidence do you have that your *interpretation of the data* is sound?
- ✓ What evidence would assure you that everyone was doing their duty?
- ✓ Who decides what the evidence *means*?
- ✓ Whose help do you need to ensure you are *learning the right things*?

© Kate Malcomess 2017

73

---

---

---

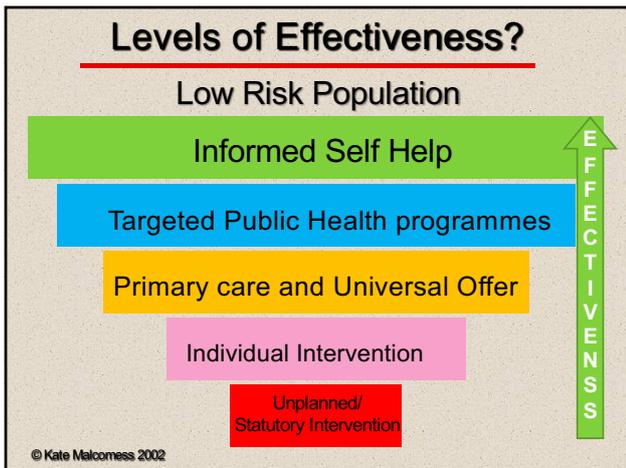
---

---

---

---

---



74

---

---

---

---

---

---

---

---

### Can we change what we are counting?

Not everything that can be counted counts, and not everything that counts can be counted.  
*Albert Einstein*

### Assurance and accountability – the intention is reflection and learning not controlling

© Kate Malcomess 2020

75

---

---

---

---

---

---

---

---



76

---

---

---

---

---

---

---

---



*The Care Aims Framework enables everyone to show their ethical workings out, so they can account for their decisions and actions in common law*

80

---

---

---

---

---

---

---

---

**Did we do the right tasks? follow the plan? deliver the service? competently?**

**Did we: follow the correct procedure/pathway? see the right people? at the right time? in the right place?**

**Did we: Reduce risk and impact? Improve lives? Increase well-being?**

**So What have we learnt and what should we change?**

© Kate Malcomress 2016

81

---

---

---

---

---

---

---

---

## The Fifth Discipline

Peter Senge

**Personal Mastery**

The commitment of an individual to the process of learning... Important to develop a culture where personal mastery is practiced in daily life. **There must be mechanisms for individual learning to change organisational culture.**

**Team learning**

Teams communicating, shared understanding and shared meaning. There needs to be clear structures in place to **facilitate team learning and the sharing of knowledge.**

82

---

---

---

---

---

---

---

---

**We need to govern reasoning not doing!**

Ensure **clarity of vision/outcome** so everyone knows the reasons for doing things and can change the doing if it's not achieving the shared outcome



Inspired by Ken Blanchard and Sheldon Bowle's book *Gung Ho*

83

---

---

---

---

---

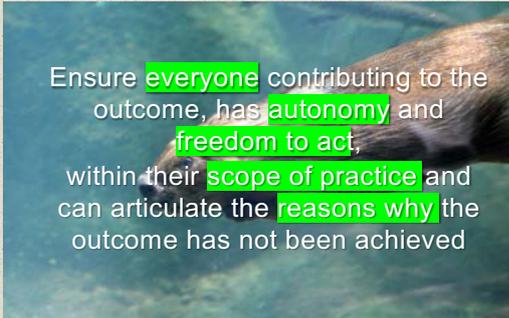
---

---

---

**Trust is critical to ensure candour**

Ensure **everyone** contributing to the outcome, has **autonomy** and **freedom to act**, within their **scope of practice** and can articulate the **reasons why** the outcome has not been achieved



Inspired by Ken Blanchard and Sheldon Bowle's book *Gung Ho*

84

---

---

---

---

---

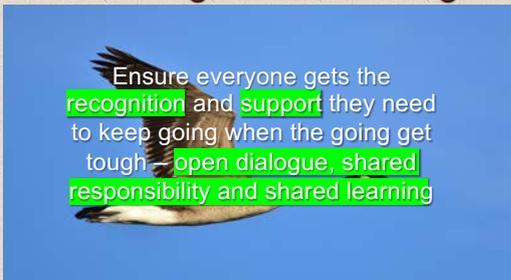
---

---

---

**Assurance not governance – the intention is reflecting and learning not controlling**

Ensure everyone gets the **recognition** and **support** they need to keep going when the going get tough – **open dialogue, shared responsibility and shared learning**



Inspired by Ken Blanchard and Sheldon Bowle's book *Gung Ho*

85

---

---

---

---

---

---

---

---

### HEIW Proposal

---

- ✓ **Reach:** Wales-wide, All Health Boards, Entire patient journey, Inter-disciplinary, inter-speciality
- ✓ **Sustainability:** Grow our own!  
4 Regional Leads – 2 year development project to take over training and support for local teams with implementation decisions
- ✓ **Independence:** Co-creating local offer with key leads and supporting local effectiveness

---

---

---

---

---

---

---

---

86

### HEIW Proposal

---

- ✓ **Allocated link person:** Ease of communication and local decision-making
- ✓ **Identifying teams/service areas/pathways:** Support to identify the teams and local champions to sustain roll-out
- ✓ **Collaboration and learning:** Co-producing project plans to support accountability and learning from the roll-out

---

---

---

---

---

---

---

---

87