

SCA 3 Step Structure (Story Connect Agree)

SCA+

Story

Open Question

Cues

Existing Info

7 Mins

Connect

Targeted medical history + red flags

Agenda (ICE)

Impact

Agree

Diagnosis and 'read the room'
(check level of patient 'buy-in')

Negotiate options and
address agenda

Agree plan and follow-up

5 Mins