

Line	Speaker	Conversation	Intervention phase	Conversational Actions	Coding
1	Doc:	There is some evidence which shows	Preannouncement of news	Clinician signposts that there is ‘news to come’, raises the topic of weight loss, and topicalises commercial weight loss programmes.	We coded GP linguistic and paralinguistic features during these announcement and preannouncement phases. Coding before the patient’s initial response meant we were capturing features likely to generate a particular response, rather than approaches which were responsive to patients verbal indication of referral acceptability.
2		that using one of these >sort of<			
3		commercial weight loss programmes,			
4		Something like Weight Watchers,=			
5		=Slimming World,= That kind			
6		[of thing.			
7	Pat:	[Mmm.			
8		(.)			
9	Doc:	Will actually help people t- t-			
10		to lo:se weight,			
11		(.)			
12	Doc:	Um and this project through the	News Announcement	Clinician announces news of a free referral	
13		health service is allowing people			
14		to sign up for one of those >sort of<			
15		uh- (.) u:m tch. programmes. .hh= Free			
16		of charge for an introductory			
17		per[iod.			
18	Pat:	[↑Oh ri:ght,	Initial patient response	Patient responds indicating the acceptability of referral. Here ‘Oh right’ displays positivity*.	
19	Doc:	>And we would definitely< encourage	News elaboration	Clinician provides further information. Here they explicitly encourage attendance.	
20		you to do that.			
21		(.)			
22	Doc:	I- if you’d like to do that,=	Explicit referral question	The clinician asks if a patient would like to attend	
23	Pat:	=mm. Y[eah I wouldn’t mind.	Response to referral question	Patient responds indicating if they wish to attend. Here the patient again shows positivity.	
24	Doc:	[Yeah?= Ke-keen to do that.			
25		(0.3)	Closings	Clinician signposts next steps to facilitate referral.	We did not code clinician linguistic or paralinguistic features after the patient’s initial verbal response.
26	Doc:	Um (.) so what we- we’ll get you to			
27		do then is (.) if you pop back and see:			
28		(.)the lady that y- you saw ju- just			
29		n[ow,			
30	Pat:	[Yeah.			
31	Doc:	She will give you all the information			
32		of the local groups that you can			
33		join.= The vouchers and stuff t- to			
34		go with that.			

Supplementary Table 2 – Example intervention transcript, illustrating the coding approach

* Albury CVA, Stokoe E, Ziebland S, Webb H, Aveyard P. GP-delivered brief weight loss interventions: a cohort study of patient responses and subsequent actions, using conversation analysis in UK primary care. *British Journal of General Practice* 2018; 68(674): e646-e53.