

Brief Negotiated Interview

<p>1. BUILD RAPPORT</p> <p>Ask permission</p> <p>Raise the subject</p>	<p>I appreciate you answering our health questionnaire. I'd like to take a few minutes to talk about your results. Is that okay with you?</p> <p>Tell me about a typical day in your life. Where does your current [alcohol/drug] use fit in?</p>
<p>2. PROS & CONS</p> <p>Summarize</p>	<p>Help me understand, through your eyes, the good things about using [alcohol/drugs].</p> <p>What are some of the not-so-good things?</p> <p>So, on one hand [PROS] and on the other [CONS].</p>
<p>3. PROVIDE INFORMATION & FEEDBACK</p> <p>Ask permission</p> <p>Discuss screening findings</p> <p>Link substance use behaviors to any known consequences</p> <p>Elicit a response</p>	<p>I have some information on low-risk guidelines for drinking/drug use. Would you mind if I shared them with you?</p> <p>We know that drinking _____ [amount] ...and/or using drugs such as _____ ...can put you at risk for social or legal problems, as well as illness and injury. It can also cause health problems like [insert relevant medical information].</p> <p>What are your thoughts on that?</p>
<p>4. BUILD READINESS TO CHANGE</p> <p>Introduce the Readiness Ruler</p> <p>Reinforce positives</p> <p>Ask about a lower number</p>	<p>This Readiness Ruler is like the Pain Scale we use to rate current pain. On a scale from 1 to 10, with 1 being not ready at all and 10 being completely ready, how <u>ready</u> are you to make any changes in your drinking/drug use?</p> <p>You marked _____. That's great! That means you're _____% ready to make a change.</p> <p>Why did you choose that number and not a lower one like a 1 or a 2?</p> <p>On a scale of 1 to 10, how <u>important</u> is it for you to decrease or quit drinking/drug use?</p> <p>On a scale of 1 to 10, how <u>confident</u> are you that you will be able to make this change?</p>
<p>5. NEGOTIATE AN ACTION PLAN</p> <p>Emphasize strengths</p> <p>Identify supports</p> <p>Write down steps</p> <p>Offer appropriate resources</p> <p>Thank the patient</p>	<p>What are some steps/options that will work for you to stay healthy and safe? What will help you to reduce the things you don't like about using [alcohol/drugs]?</p> <p>What supports do you have for making this change? Tell me about a challenge you overcame in the past. How can you use those supports/resources to help you now?</p> <p>Those are great ideas! Is it okay for me to write down your plan for you to keep as a reminder?</p> <p>Will you summarize the steps you'll take to change your alcohol/drug use?</p> <p>I have some additional resources that people sometimes find helpful. Would you like to hear about them?</p> <p>Thank you for talking with me today.</p>