

Brief Negotiated Interview

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| 1. BUILD RAPPORT Ask permission Raise the subject | <p>I appreciate you answering our health questionnaire. I'd like to take a few minutes to talk about your responses. Is that okay with you?</p> <p>Tell me about a typical day in your life. Where does your current [insert health behavior] fit in?</p> |
| 2. PROS & CONS Summarize | <p>Help me understand, through your eyes, the good things about [insert health behavior]?</p> <p>What are some of the not-so-good things?</p> <p>So, on one hand [PROS] and on the other [CONS].</p> |
| 3. PROVIDE INFORMATION & FEEDBACK Ask permission Discuss questionnaire results Link health behaviors to any known consequences Elicit a response | <p>I have some information on [insert health behavior/condition]. Would you mind if I shared it with you?</p> <p>We know that [insert health behavior]...</p> <p>. . . can put you at risk for [consequences: social or legal, illness, and injury]. It can also cause health problems like [insert relevant medical information].</p> <p>What are your thoughts on that?</p> |
| 4. BUILD READINESS TO CHANGE Introduce the Readiness Ruler Reinforce positives Ask about a lower number | <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 [insert health behavior]?</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 [specify change in health behavior]?</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> |
| 5. NEGOTIATE AN ACTION PLAN Emphasize strengths Identify supports Write down steps Offer appropriate resources Thank the patient | <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 [insert health behaviors/effects]?</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 [insert specific health behavior]?</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> |