

Brief Negotiated Interview (BNI) Algorithm

1. Raise the subject	<i>Is it OK if we discuss the health & wellness questionnaire you completed?</i>
2. Pros & Cons	<p style="text-align: right;"><i>Elicit</i></p> <p><i>Help me understand the good things about using [X]. What are some of the negatives?</i></p> <p style="text-align: right;"><i>Summarize</i></p> <p><i>So, on the one hand [PROS], and on the other hand [CONS].</i></p>
3. Information & feedback	<p style="text-align: right;"><i>Provide</i></p> <p><i>I have some information on low-risk guidelines for drinking and drug use, would you mind if I shared them with you?</i></p> <p><i>We know that ...</i></p> <ul style="list-style-type: none"> • <i>drinking 4 or more (Women) / 5 or more (Men) drinks in a few hours,</i> • <i>drinking more than 7 (Women) / 14 (Men) drinks in a week, and/or</i> • <i>using illicit drugs of any kind</i> <p><i>... can put you at risk for social or legal problems, as well as illness and injury. It can also cause health problems like [insert medical information].</i></p> <p style="text-align: right;"><i>Elicit</i></p> <p><i>What do you think about that?</i></p>
4. Readiness ruler	<p><i>On a scale from 1–10, with 1 being not ready at all and 10 being completely ready, how ready are you to change your [X] use?</i></p> <p style="text-align: right;"><i>Reinforce positives</i></p> <p><i>You marked _____. That means you're _____% ready to make a change!</i></p> <p style="text-align: right;"><i>Ask about lower number</i></p> <p><i>Why did you choose that number and not a lower one like a 1 or 2?</i></p>
5. Negotiate a plan	<p><i>What are some steps you can take to reduce your risk?</i></p> <p><i>What will help you to reduce the things you don't like about using [X]?</i></p> <p style="text-align: right;"><i>Identify strengths & supports</i></p> <p><i>What supports do you have for making this change?</i></p> <p><i>How can you use those supports/resources to help you now?</i></p> <p style="text-align: right;"><i>Have patient write down steps</i></p> <p><i>Why don't we write down your Prescription for Change?</i></p> <p><i>This is what I heard you say ...</i></p> <p style="text-align: right;"><i>Offer appropriate resources</i></p> <p><i>I have some additional resources that people sometimes find helpful. Would you like to hear about them?</i></p> <ul style="list-style-type: none"> • <i>Primary care, outpatient counseling, mental health treatment</i>

Readiness Ruler

1 = Not ready at all
10 = Ready right now

