

Tips for Conducting a Brief Negotiated Interview

Adapted from the BNI-ART Institute: www.bu.edu/bniart

This outline is adapted from the information and videos created by Boston University's School of Public Health, the BNI-ART (Brief Negotiated Interview and Active Referral to Treatment) Institute. SBIRT staff are encouraged to view these videos summarized below:

1. Establish Rapport

- Introduce yourself and who you are. Example: "Hi, I'm Bill. I'm a health educator here at the clinic. May I speak with you for a few minutes about your use of _____ [substance(s)]?"
- Ask what a typical day in their life is like
- Avoid confrontation, labels, and diagnoses. You are there to have a conversation.

2. Pros and Cons

- Ask what he/she likes about the substance(s) and reflect back what the person finds positive about it (e.g., "So you find that smoking pot relaxes you." or "It sounds like you drink a little to feel like part of the group you're with.")
- Next, ask what he/she likes less about the substance(s). If he/she pauses or stops, follow with something like "Is there anything else you don't like about that substance?"

3. Feedback

- Ask a question such as "How does the substance fit in with your life?"
- Provide a little education (e.g., "Did you know that the amount of alcohol you consume amounts to XX calories per day?" or "Are you aware of what happens when you consume alcohol while taking those medications?")

4. Readiness Ruler

- I have this Readiness Ruler here (1 not ready at all and 10 being "very ready"). "How ready are you to change your use of _____ [substance(s)]?"
- Reflect the answer back in terms of a percentage, being very positive. For example if "6" that means you're 60% of the way there towards. How come it's not a 2 or a 3? Reinforce the reason for being at a higher level.

5. Create an Action Plan

- Thinking about what we've spoken about, is there anything you would change about your use of _____ [substance(s)]. Reflect back on the answer. Example: "It sounds like you want to cut down on your drinking. What would be a realistic goal for you? How many drinks would you limit yourself? Could you drink slower and have fewer? Let's write those down."
- Or "What do you want to change about your use of marijuana?" Ask if the person would be willing not to buy any more marijuana?
- "What other activities are you involved in that don't involve _____[substance(s)]?" "Are there activities you might you want to become involved in?" Provide a list of suggested activities, phone numbers of clubs, programs, etc.
- Offer information about hotlines. Maybe practice contacting the number with the person.
- Discuss if they have a physician with whom they can speak comfortably about the substance use.
- Summarize the action steps they have agreed to

6. Thank the person for speaking with you.