

# Brief Negotiated Interview (BNI) for a Follow Up Visit (5-7 minutes)

*\*If you have 10-30 minutes, you can include the additional steps in purple during the BNI.*

## Review Screening & Establish Rapport

"I'd like to check in and hear how things have been going for you since we last met."

"Would you mind telling me [insert here any questions around topics discussed in last interaction, e.g., how is school going or how did it feel to reduce drinking for two weeks?]"

## Pros & Cons

- Explore pros and cons
- Use reflective listening
  - Reinforce positives
  - Summarize

"I'd like to understand more about your use of (X)."

PROS: What do you enjoy about (X)? What else?" CONS: "What do you enjoy less about (X) or regret about your use?"

"What worked well in reducing use and what didn't feel right to you?"

If NO con's: Explore problems reported in the CRAFFT: "You mentioned that... Can you tell me more about that situation?"

"So, on one hand you say you enjoy (X) because... And on the other hand, you say..."

## Feedback

- Express concern about risk
  - Ask permission
  - Provide information
  - Elicit response

"As your provider, I want you to know that I'm concerned about your use of (X)."

"Would you mind if I shared some of my thoughts with you?" .... "When young people use any addictive substance while the brain is still developing it can increase the chances that they will develop a serious substance use disorder in the future. Substance use can put you at risk for illness and injury and can cause problems with parents or friends, as well as challenges in school such as missing class or doing poorly on a test or an assignment. What do you think about this?"

## \* Readiness Ruler

- Readiness scale
- Reinforce positives
- Envisioning change

"To help me better understand how you feel about making a change in your use of (X)," [show readiness ruler] ...

"On a scale from 1-10, how ready are you to change any aspect related to your use of (X)?"

"That's great! It means your \_\_\_% ready to make a change."

"Why did you choose that number and not a lower one like a 1 or a 2?" ..... "It sounds like you have reasons to change."

## \*Negotiate Action Plan

- Write down Action Plan
- Envisioning the future
  - Explore challenges
- Draw on past successes
  - Benefits of change

"What are you willing to do for now to be healthy and safe? ...What else?"

"What do you want your life to look like down the road?" [Probe for goals.]

"How does this change fit with where you see yourself in the future?"

"What are some challenges to reaching your goal?"

"What have you planned/done in the past that you felt proud of? Who/what has helped you succeed? How can you use that (person/method) again to help you with the challenges of changing now?"

## Summarize & Thank

- Reinforce resilience
- Provide resources
  - Give Action Plan
  - Thank the patient
- Close on good terms

"Let me summarize what we've been discussing, and you let me know if there's anything you want to add or change..."

[Review Action Plan.] [Present list of resources]: "Which of these services, if any, are you interested in?"

"Here is the action plan that we discussed, along with your goals. This is really an agreement between you and yourself."

"Thanks so much for sharing with me today!"

"I would like to follow-up with you again in a few weeks and check in on your progress towards reaching your goals."