

BRIEF NEGOTIATED INTERVIEW (BNI) STEPS

<p>1. Raise subject</p>	<p>➤ Hello, I am _____. Would you mind taking a few minutes to talk with me about your alcohol use? <<PAUSE>></p>
<p>2. Provide feedback</p> <ul style="list-style-type: none"> • Review screen • Make connection • Show NIAAA Guidelines & norms 	<p>➤ From what I understand you are drinking [insert screening data]... We know that drinking above certain levels can cause problems, such as [insert facts]...I am concerned about your drinking.</p> <p>➤ What connection (if any) do you see between your drinking and this ED visit?</p> <p style="padding-left: 20px;">If patient sees connection: reiterate what patient has said</p> <p style="padding-left: 20px;">If patient does not see connection: make one using facts</p> <p>➤ These are what we consider the upper limits of low risk drinking for your age and sex. By low risk we mean that you would be less likely to experience illness or injury if you stayed within these guidelines.</p>
<p>3. Enhance motivation</p> <ul style="list-style-type: none"> • Readiness to change • Develop discrepancy • Discuss pros and cons 	<p>➤ [Show readiness ruler] On a scale from 1-10, how ready are you to change any aspect of your drinking?</p> <p>➤ If patient says:</p> <p style="padding-left: 20px;">≥2 ask Why did you choose that number and not a lower one?;</p> <p style="padding-left: 20px;">≤1 or unwilling, ask What would make this a problem for you?...How important would it be for you to prevent that from happening?... Have you ever done anything you wish you hadn't while drinking? Discuss pros & cons.</p>
<p>4. Negotiate & advise</p> <ul style="list-style-type: none"> • Negotiate goal • Give advice • Summarize • Provide handouts • Suggest PC f/u • Thank patient 	<p>➤ Reiterate what patient says in Step 3 and say, What's the next step?</p> <p>➤ If you can stay within these limits you will be less likely to experience [further] illness or injury related to alcohol use.</p> <p>➤ This is what I've heard you say...Here is a drinking agreement I would like you to fill out, reinforcing your new drinking goals. This is really an agreement between you and yourself.</p> <p>➤ Provide:</p> <ul style="list-style-type: none"> - Drinking agreement [patient keeps 1 copy] - Project ED Health Information Sheet <p>➤ Suggest PC follow up to discuss drinking level/pattern</p> <p>➤ Thank patient for his/her time</p>