

**Evidence-Based Model for END OF THE INTERVIEW: Informing/Motivating Patients to
Adopt Better Health Habits**

Establish information base and motivate

- 1) Determine knowledge base, the patient's specific situation, and readiness for change.
- 2) Give clear information about adverse health potential of habit in question, such as smoking
- 3) Make brief, explicit, and behaviorally-defined recommendation for change
- 4) Motivate patient
 1. Inform of health and other benefits from the change
 2. Use knowledge of their personality
 3. Emphasize patient's capacity for change
 4. Underscore that help is available in you or others to whom you could refer
 5. Make point that past failures do not bode poorly
- 5) Check understanding and desire for change; if they desire change, proceed as follows

Obtain a commitment and patient's goals

- 1) Repeatedly reinforce commitment
- 2) Set specific behavioral goals
- 3) Set expectations for success

4) Reaffirm commitment in terms of patient's goals

Negotiate a specific plan

1) Obtain detailed understanding of the role of the behavior to be changed in the patient's life

2) Include patient actively in setting the plan, including sharing in decision making

3) Include medical interventions where applicable; e.g., nicotine patch

4) Check understanding and reaffirm plan

5) Set specific follow-up time

For patients who refuse, the precontemplation or contemplation phases, this is accepted with the indication that the provider will continue to explore the subject at subsequent visits.