Steps of the Brief Negotiated Interview

Raise the Subject and Build Rapport
• Begin with a general conversation
• Ask permission to talk about drugs
• Explore the pros and cons of use
  • “What are the good things about using drugs?”
  • “What are some of the not-so-good things about using drugs?”
• Ask open-ended questions
• Reflect

Provide Feedback
• Ask permission to give information
• Discuss screening findings
• Link substance use behaviors to any known consequences

Build Readiness to Change
• “Could we talk for a few minutes about your interest in making a change?”
• “On a scale from 0 to 10, 0 being not ready at all and 10 being completely ready, how ready are you to make any changes in your substance use?”
• “Why did you not choose a lower number?”

Negotiate a Plan for Change
• A plan for reducing use to low-risk levels
• An agreement to follow-up with specialty treatment services