

**Module 3: Behavioural
Counseling
Part 2 – Enhancing
Patient Motivation to
Quit**



ENSP

START

After completing the Course you will be able to:

01

Describe recommended counselling techniques to enhance patient motivation to quit smoking.

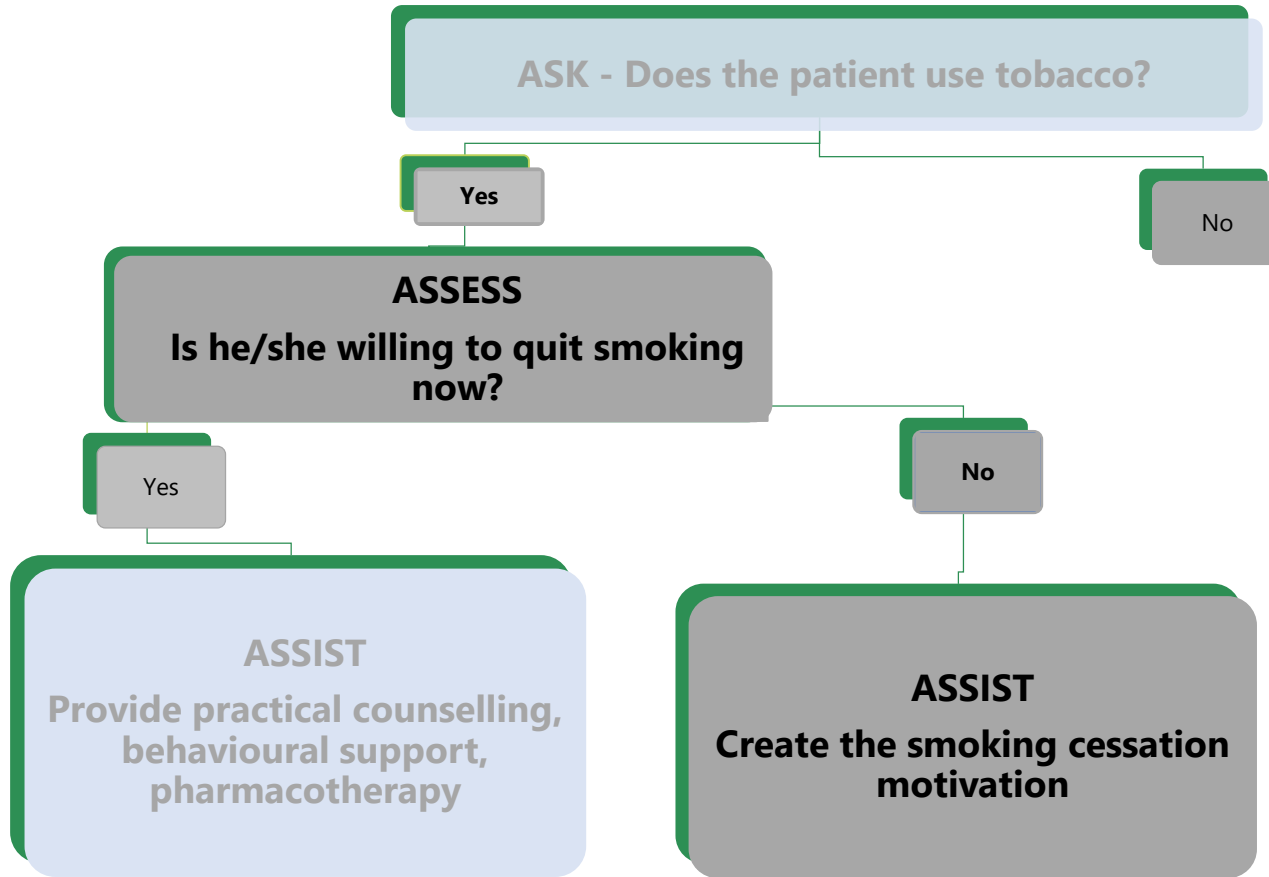
02

Describe key principles of motivational interviewing.

03

Review the smoking reduction approach to quitting.







Clinicians should use **motivational techniques** to encourage those smokers not willing to quit (level of evidence B)

The “5Rs” strategies are:



Relevance

What are the patients reasons for quitting?

Risks

Discuss personalized health and other risks

Rewards

Discuss the personal benefits of stopping smoking that the patient values.

Roadblocks

The clinician should ask the patient to identify the barriers or obstacles that might impede the success of a quit attempt.

Repetition

Smoking cessation interventions should be repeated frequently.



The ENSP European Tobacco Treatment Guideline Recommends:

Motivational interviewing can be effective in assisting patients with quitting smoking (level of evidence B)



Motivational interviewing is designed to help people move toward change by working through ambivalence.

- The clinician acts as a collaborator and sees himself/herself as an equal.
- The clinician for and evokes the client's own thoughts and ideas about his/her smoking and how to change it.
- The clinician shows respect for the client's autonomy and his/her right and capacity to make decisions with a genuine interest in the client's experience and perspectives.



Ask for Permission

Open Ended Questions

Affirm positive talk
and behaviour

Reflect on what your
hearing or seeing

Summarize what has
been said



R U L E

Resist the righting reflex

Avoid actively trying to fix patient's problems or feel compelled to tell them what and how to do it this can lead to resistance.

Understand your patient's motivation

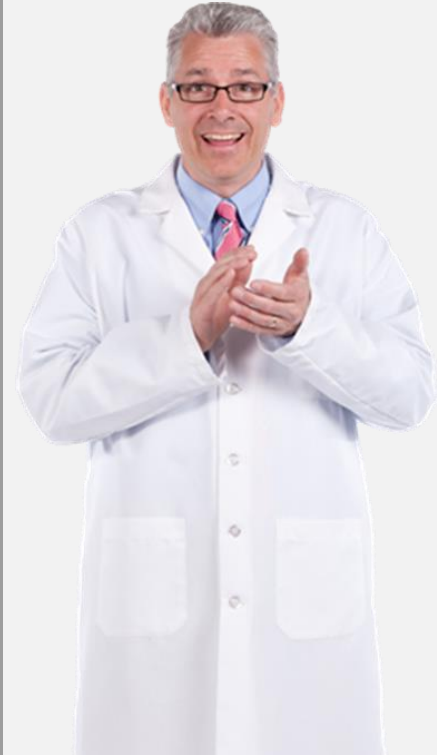
We do not motivate them, we find the motivation with in them & help them recognize

Listen to your patient

Do more listening than talking. Show your patient you have understood through reflective listening, summary statements and an attitude of acceptance

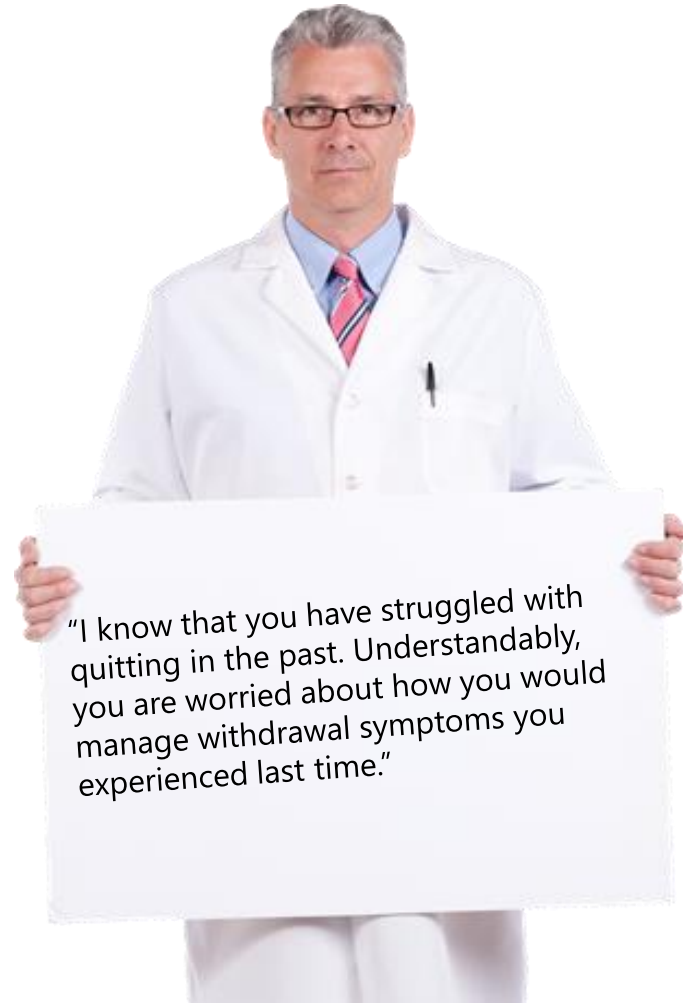
Empower your patient

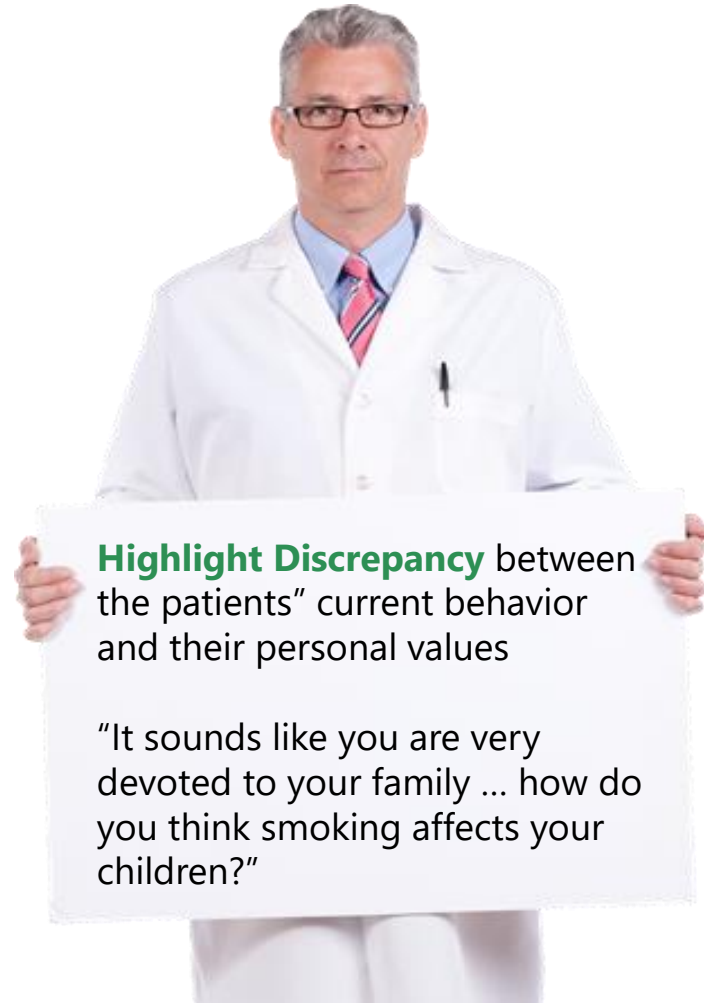
Patient needs to be actively engaged & believe they are capable
Your support and belief in their ability to be successful can be a powerful source of motivation.



Principles of MI








Standard Approach:


- Why don't you want to quit smoking?
- Don't you want to feel better?
- Your blood pressure has gone up, why is that do you think?

Motivational Interviewing:

- What are some of the good things smoking does for you?
- What are some of the not-so-good things smoking does for you?
- What do you think you will do about your smoking?


A middle-aged man with grey hair and glasses, wearing a white lab coat over a blue shirt and a striped tie, stands on the left side of the image. He is gesturing with his hands as if speaking.

On a scale from 1 to 10, how important is quitting smoking to you?


A middle-aged man with grey hair, wearing a black and white plaid shirt and blue jeans, stands on the right side of the image. He has his hand to his chin in a thoughtful pose.

Hmmm ...X to 10

Great! Why did you not say lower?

A middle-aged man with grey hair and glasses, wearing a white lab coat over a blue shirt and a striped tie, stands on the left side of the slide. He is gesturing with his hands as if speaking.

*Have you tried to quit in the past?
For how long?*

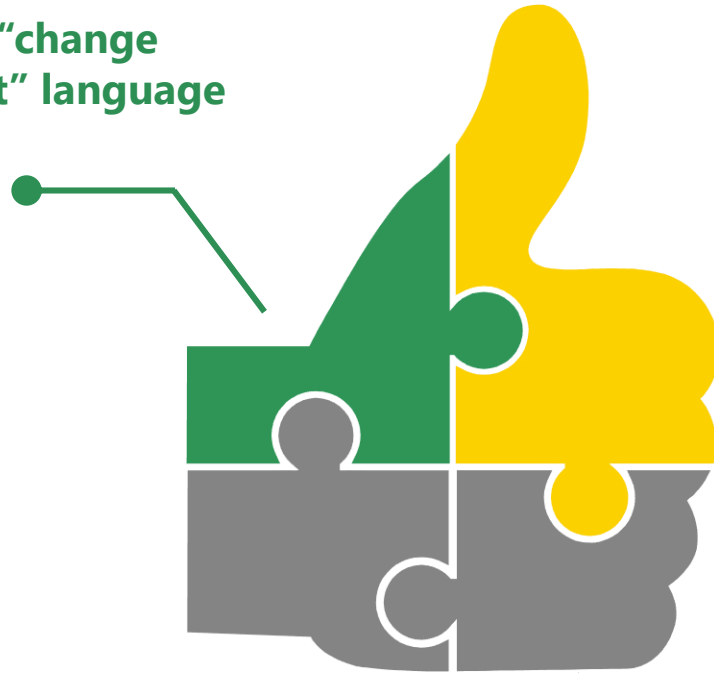
A middle-aged man with grey hair, wearing a black and white plaid shirt and blue jeans, stands on the right side of the slide. He has his hand to his chin in a thoughtful pose.

*What would it take to further
increase your chances of
quitting?*

*How did that go? How did you feel?
What made you return to smoking?*

Reinforce and support “change talk” and “commitment” language

“So you find that smoking affects your breathing and makes it hard to keep up with your active children”



Support the patients right to reject change

“I understand that you’re not ready to stop smoking right now. When you are willing to try, I will be here to help you”

Roll with resistance

Motivational interviewing should feel like a dance rather than a battle. When a patient begins to resist information further discussion, back off

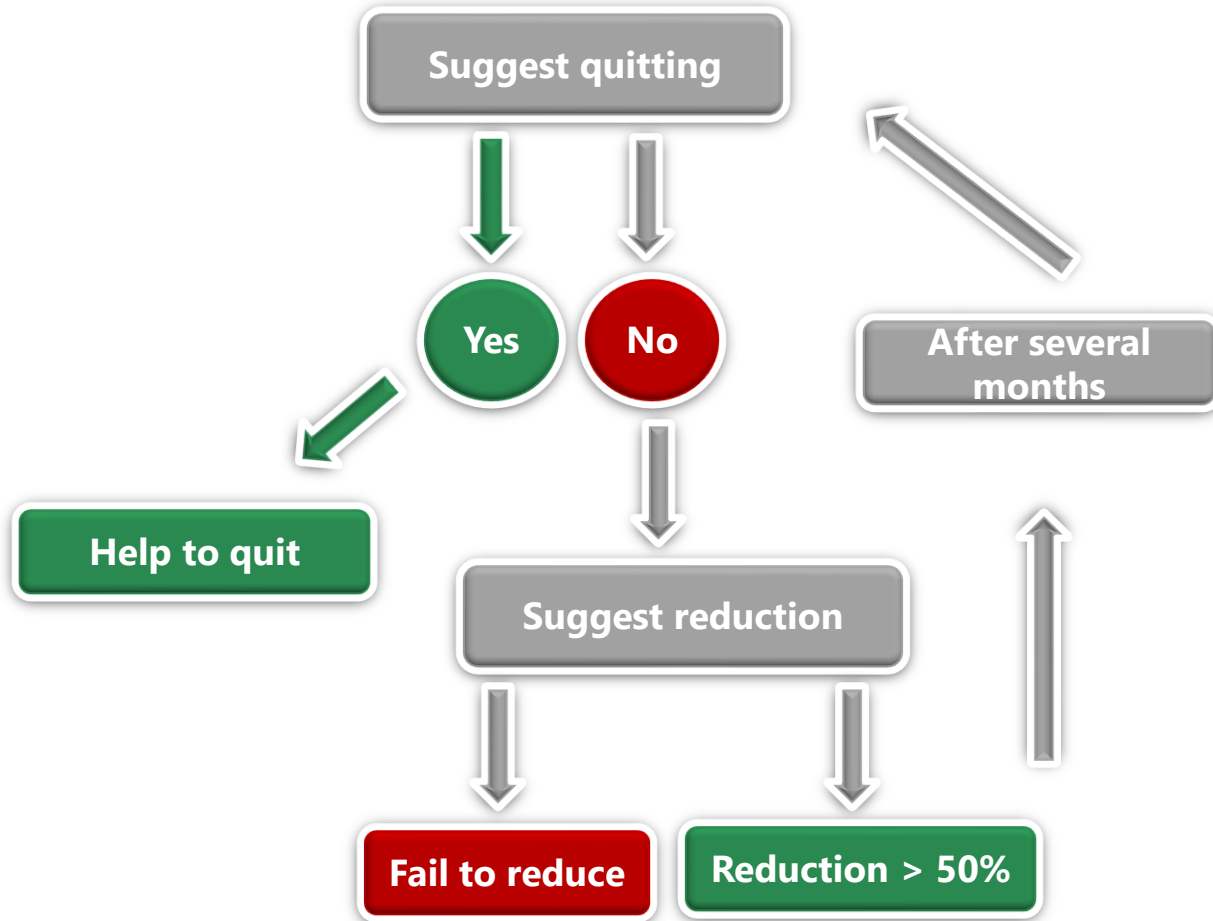
Communicate your understanding of how difficult quitting can be.

Communicate your willingness to help as needed with quitting.





**The reduce to
quit approach**



Use of NRT

The use of NRT is recommended as part of a 'reduce to quit' approach among smokers who reported higher rates of nicotine dependence

Use of Varenicline

The use of varenicline as part of a 'reduce to quit' approach has been shown to be effective in one trial.

Communicate your belief in the patient's ability to quit

1

2

Provide positive reinforcement regarding the importance of quitting

Congratulate even small successes

3



Module 4 - Pharmacotherapy