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

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.
ASK - Does the patient use tobacco?

- Yes
  - ASSESS
    - Is he/she willing to quit smoking now?
      - Yes
        - ASSIST
          - Provide practical counselling, behavioural support, pharmacotherapy
      - No
        - ASSIST
          - Create the smoking cessation motivation
  - No
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 patient’s 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.
ENSP Recommendations

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.
Overall Spirit of Motivational Interviewing

• 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.
Client Centered Counselling Skills

- Ask for Permission
- Affirm positive talk and behaviour
- Summarize what has been said
- Open Ended Questions
- Reflect on what you're hearing or seeing
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 within 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.
Express empathy

"I know that you have struggled with quitting in the past. Understandably, you are worried about how you would manage withdrawal symptoms you experienced last time."
Highlight Discrepancy between the patients’ current behavior and their personal values.

“It sounds like you are very devoted to your family ... how do you think smoking affects your children?”
Approach

**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?
The Motivation Ruler

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

Hmmm ...X to 10

Great! Why did you not say lower?
The Motivation Ruler

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

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

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

“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”

Support the patients right to reject change

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

Roll with resistance
Communicate caring and concern

Communicate your understanding of how difficult quitting can be.

Communicate your willingness to help as needed with quitting.
Message for All Clinicians

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

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

Provide positive reinforcement regarding the importance of quitting

Congratulate even small successes
Module 4 - Pharmacotherapy