

ASSESS: How willing are you to quit on scale of 1 – 10?

RAISE THE SUBJECT

"Thank you for completing this questionnaire — is it ok with you if we review your results?"

"Can you tell me more about your past/current smoking? What does a typical week look like?"

PROVIDE FEEDBACK

"Sometimes patients who give similar answers on this questionnaire are continuing to use smoking during their pregnancy."

"I recommend pregnant patients look at the benefits of quitting smoking. Mom and baby will both benefit, even before delivery. Some of my favorite benefits are XYZ...".

ENHANCE MOTIVATION

"What do you like and what are you concerned about when it comes to your smoking/tobacco use?"

"On a scale of 0 – 10, how ready are you to avoid smoking altogether?"

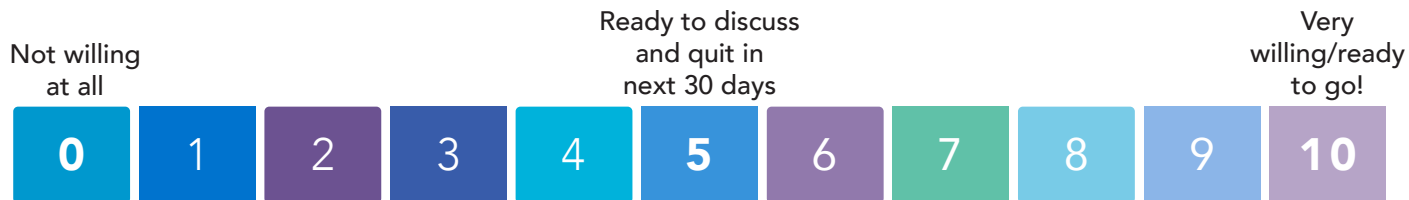
"Why did you pick that number rather than a _____ (lower number)?"

NEGOTIATE PLAN

Summarize conversation.

Then: "What steps do you think you can take to reach your goal of having a healthy pregnancy and baby?"

"I hope we can check in about this next time - can we schedule a date?"



Precontemplation:

nervous, afraid, concerned, not interested, overwhelmed

Action

