

| Zone I: At Risk AUDIT Women: 3-8, Men: 5-10; DAST 1-2 | | Zone II: Moderate Risk AUDIT Women: 9-12, Men: 11-14; DAST 3-5 | AL | Zone III: High Risk JDIT Women: ≥ 13, Men: ≥ 15; DAST 6-10 | |
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| Ask Permission (Engage) | "I appreciate your answering our health questionnaire. Could we take a minute to discuss your results?" | | 1. 2. | Introduce self and MI style, with "choice" noted. Complete screen. | SBIRT |
| Provide Feedback (Focus) | Refer to pyramid and provide patient's AUDIT/DAST score and risk level(s). [As your physician] "Drinking/using at this level can be harmful to your health and possibly responsible for the health problem for which you came in today. What do you make of that?" | | | Provide brief feedback from screen, express concern. Identify target substance(s) with patient. Decisional balance exercise. | |
| Enhance Motivation & Elicit Change Talk (Evoke) | "Have you ever considered cutting back or quitting?" If so, "Why?" If not, "What would have to happen for you to consider cutting back/quitting?" "On a scale of 0-10, how important is it that you cut back or quit your alcohol/drug use?" If >0, "Why that number and not a lower one?" [Use rulers to also ask about confidence, readiness] OARS: Open-ended questions, Affirmations, Reflections, Summaries | | 9. | Importance ruler, scaling questions. Confidence ruler, scaling questions. Readiness ruler, scaling questions (with target substance). Obtain and record goal (e.g., cutting down, stopping). Close with summary. | Adapted with permission of: SECSAT Southeastern Concortians for Substance Abuse Training WWW.Sbirttonline.org |
| Discuss Next Steps (Plan) | "If you were to make a change, what would be your first step?" | | | Make follow-up appointment for BI, BT if applicable. | |
| Close on Good Terms | Summarize, emphasize patient strengths, highlight change talk and decisions made. Arrange for follow-up as appropriate. | | | | Funded by SAMHSA Grant #1U79Tl025112-01 Revised March 2014 |