

# Brief Intervention

## The Brief Negotiated Interview

# Learning Objectives

By the end of this session you will be able to—

- Describe an evidence-based practice model of brief intervention, the brief negotiated interview (BNI).
- Apply specific motivational interviewing (MI) skills to BNI.
- Practice SBIRT brief intervention skills using the BNI.

# Review of SBIRT

Do you recall the primary goal of SBIRT?



# Review of SBIRT (continued)

## Substance use continuum

- Abstinence
- Moderate use (lower risk use)
- At-risk use (higher risk use)
- Abuse
- Dependence



Substance Use Disorders (SUDs)

# Review of SBIRT (continued)

Along the substance use continuum, with whom would you negotiate a reduction in use to lower risk levels? Select all that apply.

- a. Someone with moderate use
- b. Someone with at-risk use
- c. Someone who abuses or is dependent

## Review of SBIRT (continued)

Along the substance use continuum, with whom would you negotiate a treatment referral for full assessment and a level of intervention to be determined? Select all that apply.

- a. Someone with moderate use
- b. Someone with at-risk use
- c. Someone who abuses or is dependent

# What Is Brief Intervention?

**B**rief **I**ntervention is a brief motivational and awareness-raising intervention given to risky or problematic substance users.

# What Is the Brief Negotiated Interview?

- There are several models for brief intervention, including the BNI, originally developed by Gail D’Onofrio, M.D., Ed Bernstein, M.D., Judith Bernstein, M.S.N., Ph.D., and Steven Rollnick, Ph.D.
- The BNI is a semistructured interview process based on MI that is a proven evidence-based practice and can be completed in 5–15 minutes.



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# Steps in the BNI

1. Build rapport—raise the subject. Explore the pros and cons of use.
2. Provide feedback.
3. Build readiness to change.
4. Negotiate a plan for change.



# 1. Build Rapport—Raise the Subject

1. Begin with a general conversation.
2. Ask permission to talk about alcohol or drugs.



# 1. Build Rapport—Raise the Subject continued

What if the patient does not want to talk about his or her use?



# Discuss the Pros and Cons of Use (a)

Help me understand  
through your eyes.

1. What are the good things about using alcohol?
2. What are some of the not-so-good things about using alcohol?



# Discuss the Pros and Cons of Use—Applying MI (a)

## Using open-ended questions—

- Enables the patient to convey more information
- Encourages engagement
- Opens the door for exploration

## Using reflections

- Reflective listening
- Thinking reflectively



# Discuss the Pros and Cons of Use—Applying MI (b)

## Summarizing

- Reinforces what has been said
- Shows careful listening



# Discuss the Pros and Cons of Use (b)

Summarize using a decisional balance...



## 2. Provide Feedback (a)

1. Ask permission to give information.
2. Discuss screening findings.
3. Link substance use behaviors to any known consequences.





## 2. Provide Feedback (b)

Evoke a response:

- Positive reaction—move forward
- Negative reaction—revisit the pros and cons



# 3. Build Readiness To Change

*Could we talk for a few minutes about your interest in making a change?*

*On a scale from 1 to 10, 1 being not ready at all and 10 being completely ready, how ready are you to make any changes in your substance use?*



# 4. Negotiate a Plan for Change

- A plan for reducing use to low-risk levels

OR

- An agreement to follow up with specialty treatment services



# BNI— With At-Risk Patient

[View Video Demonstration](#)

# BNI Practice Session

- Roles
- Patient
- Interviewer
- Observer



# Closing Reflection

Based on your performance in all the practice scenarios, what skills do you think you perform well? Which of your skills needs practice so you can more effectively help your patient?



# Questions?



# What's Next?

The closing session in this series will discuss practical aspects of referring patients to treatment.