**Feedback on screening results**

- **Range:** AUDIT-C scores can range from 0-12. Zero means no problems, and 12 means severe risk or problems.
- **Ask:** What do you think your score might be?
- **Normal:** People at low risk from use of alcohol score from 0-3.
- **Give score:** Your score was____.
- **Elicit reaction:** What do you make of that?

**Look for change talk**

- **Assess Importance:** On a scale from 1-10, how important is it for you to make a change in your drinking?
  - Why not a lower number?
  - What would have to happen for you to give it a higher number? (Summarize.)
- **Assess Confidence:** If you decided to make a change, how confident from 1-10 are you that you would be successful?
  - Why not a lower number?
  - What would have to happen for you to give it a higher number? (Summarize.)
- **Explore Pros & Cons:** What are some things you like about drinking?
  - What are some less good things? (Summarize both sides in one sentence.)

**Options explored**

- **Discuss Change options:** What do you see as your options?
  - If you decided to.... how would you do it?
- **Offer Advice:** Would it be OK if I shared my concerns with you? This may or may not be helpful.
- **Close on good terms:** Summarize patient’s views.
  - Encouraging remarks.
  - What agreement was reached is repeated.
O A R S
Use Motivational Interviewing Style

Open-ended questions
Affirmations
Reflections
Summaries

When you hear Change Talk

Evoke: Tell me more. What else?
Affirm: I admire your honesty. Great idea!
Reflect: You’re thinking it’s time for a change.

When you teach or express concern

Ask: What do you know about?
Tell: May I tell you a thought I have?
Some find it harder to cut down than quit.
Ask: Does that make sense? What do you think?

Tips

When in doubt, REFLECT.
Find the good news.
Keep “tuning the radio” for change talk.
Argue not!