

[Brief Negotiation Interview](#) [1]

Description: The following describes the Brief Negotiation Interview:

Another approach to abbreviated motivational interviewing is the Brief Negotiation Interview, which focuses on increasing intrinsic motivation by establishing rapport, raising the subject, assessing readiness to change, providing feedback, and offering further support.

Components	Strategies
Establish rapport	Use open-ended questions; demonstrate concern
Raise subject	Ask permission to discuss the problem behavior
Assess readiness to change	Use an assessment tool; discuss results
Provide feedback	Use objective data to show your concerns; elicit reactions from client
Offer further support	Target patient's readiness for change

D'Onofrio et al. 1996

Reference:

D'Onofrio G, Bernstein E, Rollnick S. Motivating patients for change: a brief strategy for negotiation. In: Bernstein E, Bernstein J, eds. Case Studies in Emergency Medicine and the Health of the Public. Boston, Mass; Jones and Bartlett: unit IV, chapter 31. 1996.

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