The Brief Negotiated Interview (BNI) is a semi-structured motivational and awareness-raising discussion used to generate behavior change plans with patients in a brief amount of time. The BNI is based on principles of motivational interviewing which includes exploring health behavior change with patients in a respectful, non-judgmental way while eliciting reasons for change and action steps from the patient. This gives the patient voice and choice, making any potential behavior changes more empowering to the patient. The BNI is intended to be brief, typically lasting five to fifteen minutes.

There are four basic steps of the BNI which are depicted in the BNI Guide Below.

| 1. Raise the subject | If it’s okay with you, let’s take a minute to talk about the screening questions you answered today.  
- You mentioned that you use alcohol/drugs [X] amount. Tell me more about your use of [X].  
When did you begin using? What is your use like now? |
|----------------------|---------------------------------------------------------------|
| Pros & Cons          | I’m interested in getting to know more about what [drinking/using] is like for you. Help me understand what you enjoy/the good things about [X]. What are some of the negatives?  
- So on the one hand [PROS-the good things about using] and on the other hand [CONS-the not so good things about using]. |
| Low Risk praise      | I see from your questionnaire that you have used [X] during the past 12 months and your amount of use falls into what we call a low-risk level. That’s great. That’s a healthy choice. It means your risk for preventable injuries and illnesses related to [X] is low. |
| 2. Provide Feedback  | I’d like to share some information on guidelines for [drinking and/or drug use] if that’s alright. |
|                      | We know that...  
- Drinking 4 or more (Women) / 5 or more (Men) drinks in a few hours,  
- Drinking more than 7 (Women) / 14 (Men) drinks in a week, and/or  
- Using illicit drugs of any kind  
...can put you at risk for social or legal problems, as well as illness and injury. It can also cause health problems like [insert medical information] and can interfere with [client’s personal goals].  
What do you think about that? |
| 3. Readiness ruler (1-10) | Given what we have been discussing, help me understand how you feel about making a change.  
- On a scale from 1-10, with 1 being not ready at all and 10 being completely ready, how ready are you to change some aspect of your [X] use?  
[X] %. That’s great. That means you’re [X]% ready to make a change!  
Why did you choose that number and not a lower number like a 1 or 2?  
What would it take to raise that number to say a 2 or 3?  
- How would your [X use] need to impact your life in order for you to start thinking about making a change? |
| 4. Negotiate a Plan Options if client cannot identify goal | What steps can you take to [cut back use/reduce risk/stay healthy-safe]?  
- It seems you have several options. You can agree to stop using alcohol and/or drugs, you can cut your use down, you can go for some additional treatment, or you can do nothing. |
| Identify supports    | What supports do you have for making this change? Tell me about a challenge you overcame in the past. How can you use those supports/resources to help you now? |
| Explore confidence   | How confident are you that you can make a change? What would make you more confident? |
| Have client write down action plan | These are great ideas! Let’s write down your Action Plan?  
This is what I heard you say....Is that accurate? Is there anything I missed or you want to add? |
| Offer appropriate resources | I have some resources that people sometimes find helpful. Would you like to hear about them?  
- Mental health/substance treatment, handouts/information, primary care, AA/NA |
| Close                | Thank you for taking time to discuss this with me and being so open. |

Mason SBIRT BNI Algorithm v5
It is helpful for providers to determine how they, in their own words, might approach the BNI. In the ‘Script Development’ space below, write a script that best fits you and a typical situation.

**SCRIPT DEVELOPMENT**

1. Raise the subject

   **Pros & Cons**

   Low Risk praise

2. Provide Feedback

   Elicit

3. Readiness ruler (1-10)

   Reinforce positives

   If >1:

   If = 1:

4. Negotiate a Plan

   Options if client cannot identify goal

   Identify supports

   Explore confidence

   Have client write down action plan

   Offer appropriate resources

Close