

1 Ask **OPEN-ENDED** questions rather than yes/no questions. Example: What are your thoughts about smoking? How has smoking affected you?

OARS

2 **AFFIRM** strengths and movement in a positive direction. Emphasize strengths! Example: You quit before and that took a lot of strength.

3 **REFLECT** what the person says to convey that you are listening and to confirm understanding. Example: Communicate that you have listened by using some of the person's own words. Let them know you understand and check in to ensure it is right. Expand meaning.your thoughts about smoking? How has smoking affected you?

4 **SUMMARIZE** the interaction to bring closure, confirm mutual understanding and next steps. Example: It sounds like you are feeling... It sounds like you are having trouble with... In other words, you are saying... Let me check to see if I heard you correctly...

# DECISION BALANCE WORKSHEET

Good things about my current behavior (smoking), what I like and enjoy about it:

Good things about changing my behavior (smoking):

Not so good things about changing my current behavior (smoking), challenges, what I will miss about it:

Not so good things about my current behavior (smoking):