

## Informing and Motivating Model Coding Sheet<sup>a</sup>

(focused on cigarette cessation)

### Educating/Informing/Motivating

1. Determines patient's understanding of importance of quitting (0=No, 1=Yes)
2. Informs patient of harmful outcomes from smoking – can be Yes only if #1 is Yes (0=No, 1=Yes)
3. Motivates by discussing capacity for change or that past failures do not bode poorly (0=No, 1=Yes)

### Commitment and Goals

4. Determines readiness and/or commitment (0=No, 1=Yes)
5. Asks patient to summarize decision to stop (0=No, 1=Yes)
6. Asks for long-term goals (0=No, 1=Yes)

### Negotiate Plan

7. Asks choice of treatment at some point, or gives patient option to think about different treatments option (0=No, 1=Yes)
8. Applies some specific time element (\*one month or less) to quitting or tapering (0=No, 1=Yes)
9. Suggests changes in specific smoking behaviors (0=No, 1=Yes)
10. Mentions medications: bupropion; nicotine replacement (gum; patch); varenicline; other (0=No, 1=Yes)

11. Mentions group work, exercise program, relaxation program, or other types of treatment (such as psychotherapy) (0=No, 1=Yes)

12. Arranges for an explicit contact in future, usually a follow-up visit, regarding cigarette cessation (0=No, 1=Yes)

13. Summarizes treatment plan (patient or doctor) (0=No, 1=Yes)

Patient-centered Non-Emotion Related Skills (at start, middle, end)

14. Sets agenda in first 5 minutes, such as asking if there is “anything else” (0=No, 1=Yes)

15. Open-ended beginning on items raised (0=No, 1=Yes)

16. Uses open-ended skills to elicit personal issues around smoking or other personal, non-emotional, issues: Echoing (0=No, 1=Yes)

17. Uses open-ended skills to elicit personal issues around smoking or other personal, non-emotional, issues: Requests (0=No, 1=Yes)

18. Uses open-ended skills to elicit personal issues around smoking or other personal, non-emotional, issues: Summarizes (0=No, 1=Yes)

19. Uses indirect skills: “impact on self” statement (0=No, 1=Yes)

20. Uses indirect skills: “impact on others” statement (0=No, 1=Yes)

21. Uses indirect skills: “beliefs/attributions” statement (0=No, 1=Yes)

22. Uses indirect skills: “self-disclosure” statement (0=No, 1=Yes)

Patient-centered Emotion Related Skills

23. Asks "How does that make you feel?" type question (0=No, 1=Yes)

24. Names an emotion (any mention of any emotion counts here) – can be Yes only if #23 is Yes (0=No, 1=Yes)

25. Expresses understanding of difficulty stopping or of an emotion (0=No, 1=Yes)

26. Acknowledges difficulty with treatment or of plight related to emotional problem  
(0=No, 1=Yes)
27. Praises interest in smoking cessation problem or response to emotion (0=No, 1=Yes)
28. Discusses support from any source (0=No, 1=Yes)

<sup>a</sup>For more details, see references [39]. A detailed coding manual is available from the authors.