

Technique	Description	Example
<b>R</b> Rolling with Resistance	<ul style="list-style-type: none"> <li>• Working with resistance rather than opposing it</li> <li>• Balancing the perspective</li> </ul>	<ul style="list-style-type: none"> <li>• Okay- so, you are not up for trying to quit smoking with the patch. What other options have you heard of?</li> </ul>
<b>E</b> Express Empathy	<ul style="list-style-type: none"> <li>• Identify &amp; understand reasons for resistance without judging</li> <li>• Creates trust &amp; shows you are on the "patient's side"</li> </ul>	<ul style="list-style-type: none"> <li>• You are frustrated because you've tried to quit smoking before without success.</li> <li>• You feel _____ because _____.</li> </ul>
<b>A</b> Avoid Arguing	<ul style="list-style-type: none"> <li>• Avoid adding additional resistance for the patient</li> <li>• Feelings are not arguable</li> <li>• Confront not argue</li> </ul>	<ul style="list-style-type: none"> <li>• If a patient says they don't want to quit smoking now: Fair enough, you do not want to quit now? Would you be willing to talk about your goals for the future?</li> </ul>
<b>D</b> Develop Discrepancy	<ul style="list-style-type: none"> <li>• Strategy to create dissonance</li> <li>• Motivate change by creating a discrepancy between present behavior &amp; personal goals / values</li> </ul>	<ul style="list-style-type: none"> <li>• You want to see your children grow up, but you recognize that smoking can have numerous, serious health consequences.</li> </ul>
<b>S</b> Support Self-efficacy	<ul style="list-style-type: none"> <li>• Point out the positives</li> <li>• Praise the patient for what they are doing to accomplish a change</li> </ul>	<ul style="list-style-type: none"> <li>• For a patient who's tried to quit in the past: You've tried before. That's great!</li> </ul>