

Taking on
Tobacco
 in
 Michigan

Guide Your Patients to a Smoke-Free Future

It takes less than a minute to ask a question.

When you talk to your patients about smoking, the following table can help you ask the right questions.

Precontemplation: Not thinking about stopping	Contemplation: Thinking about stopping in the next 6 months.	Preparation: Planning to stop in next month	Action and Maintenance: Has stopped smoking	Smoking Again: Smoking regularly
Label chart.	Label chart.	Label chart and note stop smoking date.	Label chart.	Label chart.
Ask, "How are you feeling about your smoking?"	Ask, "What do you see as the pros and cons about stopping smoking?"	Reinforce, "You've made an important decision."	Ask, "How are things going?" Temptations? Slips?	Ask, "How are you feeling about stopping smoking?" If discouraged, acknowledge feelings.
Show that you understand patients' feelings.	Reinforce patients' reasons for wanting to stop smoking.	Ask questions to determine nicotine dependence.	Normalize difficulties and provide encouragement and specific suggestions tailored to issues raised by patient.	Advise that often people attempt to stop several times and learn from their experience before succeeding.
Encourage patients to consider both the good things and the not so good things about their smoking.	Help patients identify more reasons for wanting to stop.	Ask, "Have you decided what day you will stop?"	Ask about drug therapy (if relevant).	Offer help when ready.
Offer information.	Provide information.	Offer a longer visit within a few days of stopping smoking date to discuss plan, especially if recommending drug therapy.	Offer follow-up visits or referral and continuing support.	
		Provide information.	Provide information.	

- Keys to Effective Communication:**
1. Ask open-ended questions: e.g., "How are you feeling about your smoking now?"
 2. Convey understanding: e.g., "You seem concerned about the impact of your smoking on your daughter."
 3. Affirm/acknowledge quit attempt positively: e.g., "Even though it's been stressful, you haven't smoked for two weeks, that is a major accomplishment."
 4. Summarize the key issues: e.g., "On the one hand, smoking helps you cope with stress; on the other, you are worried about your health."
 5. Encourage patients to focus on reasons to quit: e.g., "What is the most important reason you have for wanting to stop smoking?"