

# Quitting tobacco readiness scale

Is your patient ready to quit smoking?  
This readiness scale will help you determine when a patient is ready to be referred to a health coach to start reducing or stopping their tobacco use.



**eooco**  
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## Importance (Why)

**Question: On a scale from 0 to 10, how important is it for your patient to reduce or stop using tobacco right now?**

Your patient's answer provides the level of importance for them.

- **Scenario 1:** If your patient answers "8" on the scale.
  - **Response:** An "8" means it is pretty important. Why not 5 or 6?
- **Scenario 2:** If your patient's answer is low (2) on the scale.
  - **Response:** A "2" means it is not very important to quit right now. Can your patient give reasons why they feel it is not important to quit right now? Would they mind if you circled back on this in the future?
- **Change talk to listen for:**
  - Desire ("I'd like to ...")
  - Ability ("I could ...")
  - Reasons ("It's important because ...")
  - Need ("I have to ...")

*If you hear these key words, ask the patient to elaborate, reaffirm or reflect in order to motivate the patient to quit.*

## Confidence (How)

**Question: On a scale from 0 to 10, how confident is your patient that they would succeed at reducing or stopping their tobacco use?**

Your patient's answer shows how they view their current ability to quit (self-efficacy).

- **Scenario 1:** If your patient answers "8" on the scale.
  - **Response:** An "8" means your patient has confidence that they would succeed. Why not 5 or 6?
- **Scenario 2:** If your patient's answer is low (2) on the scale.
  - **Response:** A 2 means they are not confident at this time. Can your patient give reasons why their confidence level is at a 2?
- **Change talk to listen for:**
  - Commitment ("I will ...")
  - Activation ("I'm ready to ...")
  - Taking steps ("I've tried ...," "I am doing ...")

*If you hear these key words, ask the patient to elaborate, reaffirm or reflect in order to motivate the patient to quit.*

## Readiness (When)

**Question: On a scale from 0 to 10, how ready is your patient at starting to reduce or stop using tobacco?**

Your patient's answer shows how they view their current level of readiness.

- **Scenario 1:** If your patient answers "8" on the scale.
  - **Response:** An "8" means your patient thinks they are ready to begin the change process. Why not 5 or 6?
- **Scenario 2:** If your patient's answer is low (2) on the scale.
  - **Response:** A 2 means your patient thinks they are not ready to start the change process at this time. Can your patient give reasons why they feel they are not more ready?

*Refer to the Stages of Change Model to reflect on your patient's readiness.*

## Referring a patient

If your patient answered 8 or higher on all three, then you can be confident that your patient is ready to reduce or quit using tobacco. Referring them to a health coach is the first step. For your EOCCO members: Please call us at 877-277-7281 or email [careprograms@modahealth.com](mailto:careprograms@modahealth.com). For your Non-EOCCO members: Please call 1-800-QUIT-NOW (1-800-784-8669) or visit [quitnow.net/oregon](http://quitnow.net/oregon).