

**The BNI-ART Institute**  
**Brief Intervention and Referral: Adult Interview Scoring Sheet**

Date \_\_\_/\_\_\_/\_\_\_ Interviewer's Name \_\_\_\_\_ Evaluator's Name \_\_\_\_\_

**PART 1**

Note: Points scored for every YES.

<b>CRITERIA</b>	<b>Y</b>	<b>N</b>
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**Engagement**

- Raise subject & ask permission for talk about alcohol (1 points)
- Elicit values & how drug/alcohol fits into life (2 points)

Maximum score = 3

Comments:

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**Pros and Cons of Alcohol/Drug Use**

Pros/cons form – part A

- Elicit good things
- Elicit additional pros
- Elicit things liked less
- Elicit additional cons, using reason for visit
- Sum up and restate in patient's own words (reflective listening)

5 points per item; maximum score = 25

Comments:

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**Feedback/Discussion**

- Ask permission to provide feedback
- Compare screening responses (self-report of drug and alcohol use) to low risk use (NIAAA low risk drinking guidelines)
- Make connection with health problems
- Elicit patient response

3 points per item; maximum score = 12

Comments:

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**Assess Readiness to Change**

- Use general readiness to change question (ruler)
- Reinforce positives
- Ask, why not less?
- Elicit other reasons for changing
- Identify strengths and supports

4 points per item; maximum score =20

Comments:

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**Create Action Plan (Prescription for Change)**

- Elicit specific steps
- Write steps on the prescription for change form
- Sum up/restate in patients own words
- Give referrals if needed
- Thank the patient

4 points per item; maximum score = 20

Comments:

<b>Maximum score = 80 points</b>	<b>Score PART 1</b> _____
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## PART 2

General Performance Feedback: **20 points total; An answer of 5=2 points; 4=1 point; <4=0**

- Language appropriate

Not appropriate			Appropriate		
0	1	2	3	4	5
  
- Reflective listening

Not reflective			Reflective		
0	1	2	3	4	5
  
- Percent of talking by patient compared to interviewer (Voice)

0%	20%	40%	60%	80%
(1)				(5)
  
- Respect

Disrespectful			Respectful		
0	1	2	3	4	5
  
- Negotiation(Choice)

One-sided Agenda			Shared Agenda		
0	1	2	3	4	5
  
- Affirmations

Not Encouraging			Encouraging self-change		
0	1	2	3	4	5
  
- Knowledge of facts

Low			High		
0	1	2	3	4	5
  
- Knowledge of resources

Low			High		
0	1	2	3	4	5
  
- Allowing for silence and duration of pauses before jumping in

No pause			Uses silence effectively		
0	1	2	3	4	5
  
- Listening for cues

Misses opportunities			Uses opportunities to go deeper		
0	1	2	3	4	5

**PART 2 SCORE = \_\_\_\_\_**

**TOTAL SCORE (PARTS 1 & 2) = \_\_\_\_\_**

**A successful BNI constitutes a score greater than 80/100 points.**