

**Interview 8: Overuse of Directing**  
**Interviewer: Stephen Rollnick, Ph.D.**  
**Client: Barry**  
**Context: Behavioral health care consultation**  
**Time: 6 minutes**  
**Focus: Smoking**

			Code
1	I	Barry, nice of you to come down. Thank you very much.	NC
2	C	You're welcome. Thanks for having me.	
3	I	We're running a stop smoking service here, and it's my job to take referrals from people like Dr. Ross. I do understand that Dr. Ross wanted you to quite seriously consider smoking because of the risk with surgery. Yeah?(did not code this)	GI
4	C	That's what he says. We ran into some complications with my initial procedure on my right knee. I have to go in for a second procedure to fix it. He thinks that quitting smoking will help me recover faster, and avoid future complications. So that's why I'm here.	
5	I	What do you think about that?	Q
6	C	You really want to know? (Laughs)	
7	I	Feel free, yeah.	GI
8	C	You want to know my take on that. It's a bunch of bullshit.	
9	I	Right. OK. So I must say that any struggles that you've had with Dr. Ross, I do appreciate them, but I've got to be professionally a little bit careful about getting involved in your consultations with Dr. Ross because really the heart of my job is to do whatever I can to help people gather the information they need, and whatever expertise and advice we can give them, to look to the future, consider a quit date, and go for it.	GI Persuade ruled out because the physician put it in the third person.
10	C	OK, that's fine. That's fine.	
11	I	And I'm just wondering . . you know, there's a number of pieces there to that sequence, and I'm wondering first of all, obviously before you choose a quit date, it's most important to have a clear sense in your mind about why you might quit smoking, and what the impact is on your health, and on the positive side, what the release will be like when you stop smoking and your body starts recovering. So that's quite a lot of information I'm giving you but I'm just wondering, are you clear about the links between smoking and health?	Persuade  Q
12	C	It's kind of hard to avoid in this day and age. It seems like the whole world's against smoking, smokers, cigarettes, tobacco	
13	I	Yes.	NC
14	C	So, yes, I know the health risks. I'm not feeling them now, but you probably know there's risks walking across the street.	
15	I	Sure, and I certainly don't like to have an anti-smoker attitude to smokers at all. The point is, though, that with the kind of surgery	Persuade

		that you'll be getting, can you see what the link is between smoking and the surgery, because that could be the missing piece that I think, to be fair to him, Dr. Ross was hoping that we could put in place, which is that smoking places you at a bit of a risk there for surgery. But it's not just for now that we're thinking. It's also for the future, because you could run into health problems in the future where smoking is a contributing factor, not just to the problem coming about, but efforts to solve it like with your rugby injury there. Do you see what I mean? So it can both cause problems for people with their health, but also with anything that would happen, like an accident, it can get in the way of trying to solve it. Do you see what I'm saying, and that's probably the first stage in coming to terms with an effort to quit. And we're hoping that that will give you the will power to really think about giving it a go. Do you see what I'm saying?	"Do you see what I am saying?" does not meet criteria for granting permission or a Seek.
16	C	I can see what you're saying, and I understand that there are inherent risks in smoking.	
17	I	Sure	NC
18	C	I've chosen to go ahead and take those because I really enjoy smoking, and quite frankly, I can't really, from my own experience, I'm not really convinced that it was my smoking that's put me in the situation I'm in today, so I'm just going through the motions.	
19	I	Sure. I do understand you had an injury playing sport which was nothing to do with smoking.	CR
20	C	Right. Exactly.	
21	I	I do see that, <b>but the smoking is now interfering with efforts to fix it.</b> But you know, I could . . . I'd like to just move on to what we call the second stage	Persuade reached because of tone CR considered
22	C	OK	
23	I	which is giving some thought to actually trying to imagine how you might quit smoking. <i>And I'm just wondering, what do you know about the different aids that there are available to help you quit smoking,</i> because you can certainly come back into our service, and we can see you through the whole process, but what we find important is that people get a grip on the huge potential there is in aids to stopping smoking, because our most common experience with people is that it's the terror – almost it's like a terror of letting go their best friend. That's what a lot of smokers say. It's like the best friend, and it's sort of like the terror of letting go the best friend, and the aids are there to see people through. Do you see what I'm saying? So there is a very positive message there in the sort of second phase of our program there, that you can make it through that barrier. Do you see what I'm saying?	Q This might be seen as providing permission  Persuade (or Persuade with if you saw above as providing permission )
24	C	I do, and I know that these aids are available. There's a whole cottage industry because of smoking that these aids come from, so	

		yeah, they're there. I know they're there. I just don't think I need them personally.	
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Global measures

CCT	1	Par	1
SST	4	Emp	1