



## Let's talk about smoking

### Scaling/Open Questions

Some examples of open questions you can ask that can enable a discussion about smoking and quitting smoking:

Question	Topic
How happy are you with the state of your health?	Physical or mental health
How stressed are you at this time in your life?	Stress
How happy are you with your money situation?	Money
How much support do you feel you have to give up smoking?	Support needs
How confident are you about stopping smoking?	Confidence
How much are you influenced by others to continue smoking?	Influence of others
How confident are you of avoiding situations where you might be at risk of smoking?	Day-to-day situations
How confident are you about your future?	Your future
How much is smoking a part of your life?	Smoking
How happy are you at this time in your life?	Your happiness
How clear are you about what you want to achieve?	Clear goals
How motivated do you feel at this time in your life?	Motivation
How easy do you feel it is for you to progress to achieve your goals?	Progress to goals
How happy are you with the support you are receiving?	Support received
How much do you feel that exercise/activity plays a part in your life?	Exercise
How much choice do you feel you have to make changes in your life?	Life choices
How well do you feel you know your own skills and strengths?	Self-efficacy
How well do you feel you deal with any challenges in your life?	Life challenges

### Scaling



Asking a scaling question can be useful when a person seems stuck and unable to answer the question. For example:

(KEY: **O** = Open-ended questions, **A** = Affirmations, **R** = Reflective listening, **S** = Summaries)

SW: "How clear are you about what you want to achieve in your life?" **O**

SU: "I don't know!"

SW: "Okay - on a scale of zero to 10, where zero is no idea at all, how clear are you about what you want to achieve in life?" **O**

SU: "Zero!"

SW: "Zero! What makes you say that?" **O**

SU: "I've not worked for 20 years, got no qualifications, no money..."

SW: "Okay, so what would have to change to make it a 'one'?" **O**

SU: "Hmmm, if I had some more money, I could get some stuff for the house, some new clothes. I would love to go on a wee break."

SW: "Right, where would you love to go?" **O**

SU: "North Berwick. I used to go there as a kid and stay in a caravan. I loved it!"

SW: "So if you had some money, you would get a caravan in North Berwick. What would you do?" **S, O**

SU: "Oh, walks on the beach, climb Berwick Law. There are lots of walks."

SW: "That's great; plenty of fresh air and exercise. How much would it cost?" **A,R,O**

SU: "I don't know; a couple of hundred quid?"

SW: "It sounds really good. How would you get the money to go?" **A,O**

SU: "Well the fags cost plenty!"  
 SW: "How much do you spend?" **O**  
 SU: "About £40 a week."  
 SW: "That's about 12-15 a day?"  
 SU: "Ah well, more like 20-30 a day?"  
 SW: "So that's nearer £70 per week!"  
 SU: "What! Oh my god, that much!"  
 SW: "You could pretty soon pay for your break in North Berwick if you could save that up." **A**  
 SU: "Damn right! Oh well, never mind."  
 SW: "Listen, if you were interested in quitting, would you like me to support you with that?" **O**  
 SU: "I didn't know you were one of these stop smoking workers too."  
 SW: "I'm not, but I could get information for you. Did you know that smoking affects your mental health medication?" **O**  
 SU: "What! Never. How?"  
 SW: "Something in tobacco smoke interferes with how well it works in your body and you might need to be on a much higher dose than is necessary. If you stop smoking you might be able to cut down on the level of meds you take. Do you suffer any side-effects from the meds?" **O**  
 SU: "My monthly injection really destroys my sleep. Can't sleep so I drink to get a crash and when I'm awake... I smoke."  
 SW: "So if you stop smoking you might be on a lesser dose which might not affect your sleep so much and you would smoke and drink less?" **S**  
 SU: "It could be."  
 SW: "Do you know much about the different types of medication and nicotine replacement therapies? There's also support you can get 1-2-1 and in groups." **O**  
 SU: "I know you can buy chewing gum in the shops and you can get patches."  
 SW: "You can get NRT for free. Would you like me to find out more for you?" **O**  
 SU: "Definitely!"

Using Scaling to find out what worked in the past. For example:

(KEY: **O** = Open-ended questions, **A** = Affirmations, **R** = Reflective listening, **S** = Summaries)

SW: "So how motivated are you to give up smoking?" **O**  
 SU: "Oh, I've no idea!"  
 SW: "Go on then, on a scale of 0-10 where would you be?" **O**  
 SU: "Oh, about 3!"  
 SW: "So what do you need to do to increase that?" **O**  
 SU: "No idea."  
 SW: "Was there a time in the past if I had asked you the same question you would have said less than 3?" **O**  
 SU: "Oh yeah, 2 years ago it would have been zero!"  
 SW: "What was going on?" **O**  
 SU: "Marriage break-up, drinking too much, no money."  
 SW: "So how come it's a three now? What did you do to move it from zero to three?" **O**  
 SU: "Well we got some mediation on the marriage, my GP referred me for alcohol support and I got budgeting and debt management support."  
 SW: "So you went and spoke to the experts who were able to give you advice." **S**  
 SU: "That's right - they sorted it for me."  
 SW: "Well I guess they gave you advice, you still had to act on it to sort it out." **R**  
 SU: "I guess so. I had to attend appointments and engage with support and advice and take some action."  
 SW: "So in the past you went to speak to people you thought could help, you took their advice and took some action to address your situation. Do you think doing the same would increase your motivation to stop smoking?" **S,O**  
 SU: "Yeah, I could find out more about what help is available. Could you help me with that?"  
 SW: "Of course. Tell me what would you like me to do?" **O**