

## Using Scaling to Assess Readiness to Quit

A person’s motivation to quit and their confidence to quit can change from day to day, sometimes hour to hour. Using scaling to assess an individual’s readiness to quit tobacco products is an important strategy used in helping people quit. Scales are useful in addressing the extent to which a person is ready to change. The two scales below can help to identify how important quitting is at that moment, and how confident the person feels about quitting. This is empowering information which can help an individual identify their motivators to quit and overcome barriers to making a quit attempt.

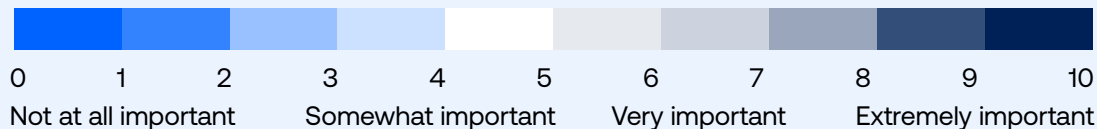
### How to use these scales:

Ask the question at the top of each scale and have the person answer by circling the number on the scale, that best describes how they feel.

## Readiness Rulers

### Importance

*“How important would you say it is for you to quit using tobacco products, including e-cigarettes and vaping devices? On a scale from 0-10, where 0 is not at all important and 10 is extremely important, where would you say you are?”*



### Confidence

*“And how confident would you say you are, that if you decided to quit using tobacco products including e-cigarettes and vaping devices, you could do it? On the same scale from 0-10, where 0 is not at all confident and 10 is extremely confident, where would you say you are?”*



To determine what direction to head in, you can use motivational interviewing techniques to find what barriers are holding them back from quitting.

**Example:** If an individual tells you they are a 7 on importance, you can ask “what makes the importance of you quitting a 7 and not a 4?” This will show their reasons to quit. If an individual tells you they are a 2 on the confidence scale, you can ask “what makes you a 2 and not a 0?” This will show them their strengths and allow you to gauge what support would be best for them considering their previous quit attempt history.

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### Additional Tips for Scaling:

- Always respond with a lower number than what they give you to deter ambivalence or resistance. This exercise helps the patient to identify their own motivators and barriers to quitting.
- It can be helpful to show a person that their resistance to make a quit attempt is not because it is not important to them, but rather that their confidence in succeeding is low.
  - Reassure them that with the right tools and treatment plan in place, any tobacco user can successfully quit and break free from the addiction to nicotine.
  - Enrolling in a tobacco cessation program can increase their chances of success by 50% and help get them on their road to freedom.