

Tobacco Cessation Toolkit

Importance, Confidence and Readiness Rulers

Using this ruler to determine how important patients feel quitting is, how confident they are to quit, and how ready they are to quit, can help build rapport and assess motivation.

1	2	3	4	5	6	7	8	9	10
Importance									
On a scale of 1 to 10 (1= not important, 10= very important) how important is it for you to change right now?									

1	2	3	4	5	6	7	8	9	10
Confidence									
On a scale of 1 to 10 (1= not important, 10= very important) how confident are you that you could make this change?									

1	2	3	4	5	6	7	8	9	10
Readiness									
On a scale of 1 to 10 (1= not important, 10= very important) how ready are you to make this change?									

Suggest using the ruler to obtain the client's rating and ask the following questions:

1. Why are you at X and not at the lower score of W?
2. What would it take for you to go from X to a higher score of Z?

Source:

Miller, W.R. and Rollnick, S. (2012). *Motivational Interviewing: Helping People Change* (Third Edition). Guilford Press, NY. Pgs. 174-175 and 216-217

For more information on Motivational Interviewing visit www.motivationalinterviewing.org.