

# Backgrounder

## Brief negotiation interview

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This Backgrounder provides context and instructions for use of the **Brief Negotiation Interview (BNI) tool** for emergency department and urgent care centre (ED/UCC) patients living with opioid use disorder (OUD).

### What is the BNI tool?

This AHS version of the Brief Negotiation Interview (BNI) tool is a script with suggested questions to help healthcare professionals when talking with patients living with OUD. It was developed specifically for use in busy and dynamic ED/UCC environments. The BNI tool can help patients decide whether to start medications like buprenorphine/naloxone (Suboxone).

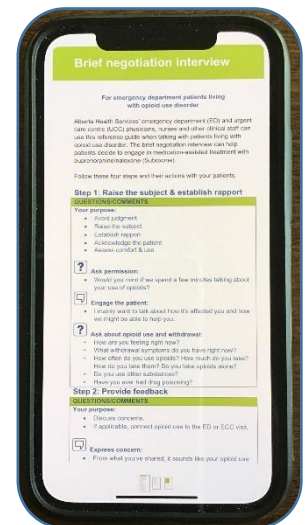
The BNI tool has been launched to enhance the Buprenorphine/Naloxone Initiation in ED/UCCs in Alberta program, which screens patients for OUD, initiates buprenorphine/naloxone for eligible ED/UCC patients, and provides rapid follow-up at local community clinics (physical or virtual) for future dosing and patient care.

### Where does this tool come from?

This BNI tool is an adaptation of Motivational Interviewing (MI), which is an evidence-based approach to addiction treatment developed in the 1980s. Motivational Interviewing is based on the following steps:

- **Engaging** - Raise the subject / Establish rapport
- **Focusing** - Provide feedback
- **Evoking** - Enhance motivation
- **Planning** - Negotiate and advise

MI is a collaborative, person-centered, goal-oriented way of working that is grounded in a respectful relational stance. It honours and respects individuals' autonomy and choices.



The BNI tool is available in PDF format that can be easily viewed on a cell phone in the ED/UCC department.



## Who should use this tool?

The BNI tool can be used by ED/UCC physicians, nurses, and other clinical staff (e.g., nurse practitioners, social workers) who may interact with patients who live with OUD.

## When and how should this tool be used?

The BNI tool can be used at any point in a patient's ED/UCC stay. The tool could be printed (2 pages), or can be opened as a PDF on a computer screen or cell phone. It can be referenced before or during an interaction with a patient at the bedside in the ED/UCC.

## Why should this tool be used?

ED/UCCs are portals for identifying patients who live with OUD. Individuals may present with a drug poisoning event or unintentional opioid overdose, other concerns related to opioids, or issues not directly related to their substance use. ED/UCCs are also potentially the first or only point-of-contact with the healthcare system for some patients.

For patients who live with OUD, person-centered, respectful, and supportive interactions and conversations with healthcare professionals during an ED/UCC visit can be life-changing and even life-saving.

For further info contact: [emergency.scn@ahs.ca](mailto:emergency.scn@ahs.ca)

## References:

Yale University School of Medicine. Project ED Health III. BNI Training Manual: Opioid Dependent Patients in the Emergency Department. 2009. Retrieved from: [Use of the Manual \(yale.edu\)](#).

William R. Miller & Stephen Rollnick. Motivational Interviewing: Helping People Change. 3rd Edition, 2012.

Daniel Winetsky, et al. Expanding Treatment Opportunities for Hospitalized Patients with Opioid Use Disorders. J Hosp Med. 2018 Jan; 13(1):62-64.