



Readiness Ruler

How ready are you to make a change?

1 2 3 4 **5** 6 7 8 9 **10**

Importance (Why)

Question: On a scale from 1 to 10, how important is it for you right now to reduce or stop tobacco?

- **Scenario 1:** They answer "8".
 - **Response:** An "8" sounds like it is pretty important to you. Why not 5 or 6?
 - Their answer reveals intrinsic reasons for their particular importance level.
- **Scenario 2:** Their answer is low (2).
 - **Response:** A "2" sounds like it is not very important to you right now. Can you give reasons why you do not feel it is important to you right now? Would you mind if we came back to this in the future?

Confidence (How)

Question: On a scale from 1 to 10, how confident are you that you would succeed at reducing/stopping tobacco?

- **Scenario 1:** They answer "8".
 - **Response:** An "8" sounds like you have lots of confidence that you will succeed. Why not 5 or 6?
 - Their answer reveals how they view their current ability. (self-efficacy)
- **Scenario 2:** Their answer is low (2).
 - **Response:** A 2 sounds like you are not real confident at this time. Can you give reasons why you think your confidence level is at a 2?

Readiness (When)

Question: On a scale from 1 to 10, how ready are you to start making a change at reducing/stopping tobacco?

- **Scenario 1:** They answer "8".
 - **Response:** An "8" sounds like you are ready to begin the change process. Why not 5 or 6?
 - Their answer reveals how they view their current level of readiness.
- **Scenario 2:** Their answer is low (2).
 - **Response:** A 2 sounds like you are not ready to start the change process at this time. Can you give reasons why you feel you are not more ready?