

Tobacco in Australia

Facts & Issues

Relevant news and research

7.5 What we know about how smokers are persuaded to attempt to quit

Last updated December 2024

Research:	2
7.5 What we know about how smokers are persuaded to attempt to quit	2
7.5.1 Personalisation of risk.....	4
7.5.2 Addressing risk-minimising and self-exempting beliefs.....	5
7.5.3 The role of media in promoting thoughts about quitting	7
News reports:	7
7.5 What we know about how smokers are persuaded to attempt to quit	7
7.5.1 Personalisation of risk.....	7
7.5.3 The role of media in promoting thoughts about quitting	8

Research:

7.5 What we know about how smokers are persuaded to attempt to quit

Businelle, MS, Benson, L, Hebert, ET, Neil, J, Kendzor, DE, Frank-Pearce, S et al. (2024). Project phoenix: Pilot randomized controlled trial of a smartphone-delivered intervention for people who are not ready to quit smoking. *Drug Alcohol Depend*, 260, 111351. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/38838477>

Ulm, C, Chen, S, Fleshman, B, Benson, L, Kendzor, DE, Frank-Pearce, S et al. (2024). Smartphone-Based Survey and Message Compliance in Adults Initially Unready to Quit Smoking: Secondary Analysis of a Randomized Controlled Trial. *JMIR Form Res*, 8, e56003. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/38848557>

Wei, FC, Huang, CH, Huang, CY, Tsai, YP, & Jeng, C. (2024). Effectiveness of health education and counseling on stages of change, decisional balance, and smoking cessation self-efficacy: A prospective self-control study. *Patient Educ Couns*, 123, 108206. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/38422949>

Rubenstein, D, Carroll, DM, Denlinger-Apte, RL, Cornacchione Ross, J, & McClernon, FJ. (2024). Differences in Normative Beliefs and Tobacco Product Use by Age Among Adults Who Smoke: Cross-Sectional Analysis of a Nationally Representative Sample. *Subst Use Addctn J*, 45(1), 54-64. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/38258860>

Pang, Q, Wang, L, Yao, J, Yuen, KF, Su, M, & Fang, M. (2023). Smoking cessation policy and treatments derived from the protective motivation of smokers: a study on graphic health warning labels. *Front Psychol*, 14, 1205321. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/38022915>

Steinberg, ML, Rosen, RL, Ganz, O, Wackowski, OA, Jeong, M, & Delnevo, CD. (2024). Communicating the benefits of quitting smoking on mental health increases motivation to quit in people with anxiety and/or depression. *Addict Behav*, 149, 107903. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/37924583>

Khoo, GS, & Oh, J. (2023). Imagine That You Died. Would You Still Smoke?: How Death Reflection Affects Health Message Reception Through Personal Growth and Identification. *Health Commun*, 1-11. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/37697459>

Nurchis, MC, Di Pumpo, M, Perilli, A, Greco, G, & Damiani, G. (2023). Nudging Interventions on Alcohol and Tobacco Consumption in Adults: A Scoping Review of the Literature. *Int J Environ Res Public Health*, 20(3). Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/36767077>

Kaufman, AR, Coa, KI, & Nguyen, AB. (2022). Corrigendum to "Cigarette smoking risk-reducing beliefs: Findings from the United States Health Information National Trends Survey" [Preventive Medicine 102 (2017) 39-43]. *Prev Med*, 163, 107210. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/36058725>

Sidhu, AK, Pednekar, MS, Fong, GT, Gupta, PC, Quah, ACK, Unger, J et al. (2022). Smoking-related psychosocial beliefs and justifications among smokers in India: Findings from Tobacco Control Policy (TCP) India Surveys. *BMC Public Health*, 22(1), 1738. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/36100940>

Neil, JM, Senecal, C, Ballini, L, Chang, Y, Goshe, B, Flores, E et al. (2022). A Multimethod Evaluation of Tobacco Treatment Trial Recruitment Messages for Current Smokers Recently Diagnosed With Cancer: Pilot Factorial Randomized Controlled Trial. *JMIR Cancer*, 8(3), e37526. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/36001378>

Klemperer, EM, Streck, JM, Lindson, N, West, JC, Su, A, Hughes, JR, & Carpenter, MJ. (2022). A systematic review and meta-analysis of interventions to induce attempts to quit tobacco among adults not ready to quit. *Exp Clin Psychopharmacol*. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/35771496>

Gill, KK, van der Moolen, S, & Bilal, S. (2021). Phenomenological insight into the motivation to quit smoking. *J Subst Abuse Treat*, 108583. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/34535321>

Kantor, J. (2020). Behavioral epidemiology: Vaccine hesitancy, sunscreen hesitancy, and smoking cessation. *JAAD Int*, 1(2), 222-223. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/34409343>

Vinci, C, Lam, C, Schlechter, CR, Shono, Y, Vidrine, JI, & Wetter, DW. (2021). Increasing treatment enrollment among smokers who are not motivated to quit: a randomized clinical trial. *Transl Behav Med*. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/34424337>

Smith, P, Daniel, R, Murray, RL, Moore, G, Nelson, A, & Brain, K. (2021). Psychosocial determinants of quit motivation in older smokers from deprived backgrounds: a cross-sectional survey. *BMJ Open*, 11(5), e044815. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/33952547>

Helweg-Larsen, M, Pyakuryal, M, & Pisinger, C. (2020). Reminders of a Stigmatized Status Might Help Smokers Quit. *Stigma Health*, 5(3), 273-283. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/34027059>

Catley, D, Grobe, J, Moreno, JL, Stortz, S, Fox, AT, Bradley-Ewing, A et al (2021). Differential mechanisms of change in motivational interviewing versus health education for smoking cessation induction. *Psychology of Addictive Behaviors*. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/33793282>

Cook, JW, Baker, TB, Fiore, MC, Collins, LM, Piper, ME Schlam, TR et al (2021). Evaluating Four Motivation-Phase Intervention Components for Use with Primary Care Patients Unwilling to Quit Smoking: A Randomized Factorial Experiment. *Addiction*. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/33908665>

Murphy-Hoefer, R, Davis, KC King, BA, Beistle, D, Rodes, R, & Graffunder, C. (2020). Association Between the Tips From Former Smokers Campaign and Smoking Cessation Among Adults, United States, 2012-2018. *Prev Chronic Dis*, 17, E97. Retrieved from: <https://www.ncbi.nlm.nih.gov/pubmed/32857030>

Magnan, RE. Comparisons of health-related and appearance-related smoking risk perceptions and worry on motivation to quit. *Health Psychol Open*. 2017 Sep 11;4(2):2055102917729541. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29379619>

Triandafilidis, Z, Ussher, JM, Perz, J, Huppertz, K. Young Australian women's accounts of smoking and quitting: a qualitative study using visual methods. *BMC Womens Health*. 2018 Jan 5;18(1):5. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29301518>

Huang, X, Fu, W, Zhang, H, Li, H, Li, X, Yang, Y, Wang, F, Gao, J, Zheng, P, Fu, H, Ding, D, Chapman, S. Development and validation of a smoking rationalization scale for male smokers in China. *J Health Psychol*. 2017 Jul 1:1359105317720276. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/28810494>

Layoun, N, Hallit, S, Waked, M, Aoun Bacha, Z, Godin, I, Leveque, A, Dramaix, M, Salameh, P. Predictors of past quit attempts and duration of abstinence among cigarette smokers. *J Epidemiol Glob Health*. 2017 Sep;7(3):199-206. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/28756830>

Hemels, ME. How to get a smoker addicted to quitting. *Neth Heart J*, 2016. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/27864743>

7.5.1 Personalisation of risk

Ben Fredj, M, Garrach, B, Bennasrallah, C, Migaou, A, Abroug, H, Dhouib, W et al. (2022). Spirometry as a motivator for smoking cessation among patients attending the smoking cessation clinic of Monastir. *BMC Public Health*, 22(1), 1164. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/35689178>

Halkjelsvik, T. (2021). Smoking, hazardous drinking and individual differences in cost and gain discounting. *Nordisk Alkohol Nark*, 38(6), 605-614. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/35309853>

Derbel, K, Maatoug, C, McHita, A Mabrouk, KH, & Saad, HB. (2021). Self-Reported Smoking Status 10-Months After a Single Session Intervention Including an Education Conference About Smoking Harms and Announcement of Spirometric Lung-Age. *Clin Med Insights Circ Respir Pulm Med*, 15, 11795484211047041. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/34690503>

Li, Y, Luk, TT, Wu, Y, Cheung, DYT, Li, WHC, Tong, HSC et al. (2021). High Perceived Susceptibility to and Severity of COVID-19 in Smokers Are Associated with Quitting-Related Behaviors. *Int J Environ Res Public Health*, 18(20). Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/34682641>

Li, L, Borland, R, O'Connor, RJ, Fong, GT, McNeill, A, Driezen, P, & Cummings, MK. (2019). The association between smokers' self-reported health problems and quitting: Findings from the ITC Four Country Smoking and Vaping Wave 1 Survey. *Tobacco Prevention & Cessation*, 5, 49. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/32411911>

Wu, X, Wen, CP, Ye, Y, Tsai, M, Wen, C, Roth, JA et al. (2020). Author Correction: Personalized Risk Assessment in Never, Light, and Heavy Smokers in a prospective cohort in Taiwan. *Sci Rep*, 10(1), 5514. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/32251345>

Haaga, DAF, Kaufmann, A, & Malloy, EJ. (2020). Looming Vulnerability and Smoking Cessation Attempts. *Nicotine Tob Res*. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/32034908>

Upadhyay, S, Lord, J, & Gakh, M. (2019). Health-Information Seeking and Intention to Quit Smoking: Do Health Beliefs Have a Mediating Role? *Tob Use Insights*, 12, 1179173X19871310. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/31488954>

Kleier, JA, Mites-Campbell, M, Henson-Evertz, K. Children's Exposure to Secondhand Smoke, Parental Nicotine Dependence, and Motivation to Quit Smoking. *Pediatr Nurs*. 2017 Jan-Feb;43(1):35-9. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29406665>

Penfold, CM, Thomas, SJ, Waylen, A, Ness, AR. Change in alcohol and tobacco consumption after a diagnosis of head and neck cancer: Findings from head and neck 5000. *Head Neck*, 2018. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29485685>

Wlodzimierz, S, Marcin, M, Iwona, S, Joanna, J, Jan, K. Face-to-face anti-tobacco intervention lowered cotinine level in asthmatic children. *Ann Allergy Asthma Immunol*. 2018 Feb 12. pii: S1081-1206(18)30119-4. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29448113>

Martin-Lujan, F et al. Multicentric randomized clinical trial to evaluate the long-term effectiveness of a motivational intervention against smoking, based on the information obtained from spirometry in primary care: the RESET study protocol. *BMC Fam Pract*, 2016. Available from: <http://www.ncbi.nlm.nih.gov/pubmed/26846522>

Foulds, J et al. The effect of motivational lung age feedback on short-term quit rates in smokers seeking intensive group treatment: A randomized controlled pilot study. *Drug and Alcohol Dependence*, 2015. Available from: <http://www.ncbi.nlm.nih.gov/pubmed/26051163>

7.5.2 Addressing risk-minimising and self-exempting beliefs

Brennan, E, Nuss, T, Haynes, A, Scollo, M, Winnall, WR, Wakefield, M, & Durkin, S. (2024). Misperceptions about the effectiveness of cutting down and low-rate daily smoking for reducing the risk of tobacco-caused harm. *Nicotine Tob Res*. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/39594375>

Arpacioglu, S, Erzincan, E, Ergelen, M, Arpacioglu, B, Paltun, SC, Yalcin, M, & Bilici, R. (2024). Cognitive Distortions as Barriers to Seeking Smoking Cessation Treatment: A Comparative Study. *J Clin Med*, 13(13). Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/38999538>

Zhang, D, Liu, R, Li, X, Yuan, Y, & Zhou, G. (2023). How do self-exempt beliefs affect intentions to quit smoking? An exploration of the mediating role of threat appraisal and coping appraisal. *Front Psychol*, 14, 1260561. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/38098517>

King, BA, & Toll, BA. (2023). Commentary on Wackowski et al.: Opportunities and Considerations for Addressing Misperceptions About the Relative Risks of Tobacco Products among Adult Smokers. *Addiction*. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/37581434>

Arthur, KM, Fields, SA, & Smallman, R. (2023). A mixed-method analysis of counterfactual thinking, negative event themes, and the transtheoretical model in a community sample of smokers. *J Health Psychol*, 13591053231157218. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/36859826>

Land, SR, Baker, L, Twesten, J, Reyes-Guzman, CM, & Kaufman, AR. (2022). Smoking Cessation and Tobacco-Related Risk Perceptions Among People With and Without a Diagnosis of Cancer. *Cancer Epidemiol Biomarkers Prev*. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/36480285>

Alanazi, AM, Monshi, SS, Alfahadi, NA, Alsayari, SS, Alkhonain, FS, Alsulami, NM et al. (2022). The associations between the credibility of the tobacco control regulatory body and smoking behavior change among Saudi smokers. *Tob Induc Dis*, 20, 107. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/36514796>

Vognsgaard, F, Saetre, LMS., Rasmussen, S & Jarbol, DE. (2022). Associations between smoking status and involvement of personal and professional relations among individuals reporting symptoms related to a diagnosis of lung cancer: a population-based study. *BMC Public Health*, 22(1), 2284. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/36474198>

Liu, J, O'Donnell, MB, & Falk, EB. (2020). Deliberation and Valence as Dissociable Components of Counterarguing among Smokers: Evidence from Neuroimaging and Quantitative Linguistic Analysis. *Health Communication*, 1-12. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/31931605>

Huang, X, Fu, W, Zhang, H, Li, H, Li, X, Yang, Y et al. Why are male Chinese smokers unwilling to quit? A multicentre cross-sectional study on smoking rationalisation and intention to quit. *BMJ Open*, 2019. 9(2), e025285. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/30782929>

Yang, B, Liu, J, & Popova, L. Feeling Hopeful Motivates Change: Emotional Responses to Messages Communicating Comparative Risk of Electronic Cigarettes and Combusted Cigarettes. *Health Educ Behav*, 2019. 1090198118825236. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/30741001>

Moan, IS, Storvoll, EE, Lund, IO. Worries about others' substance use-Differences between alcohol, cigarettes and illegal drugs? *Int J Drug Policy*. 2017 Aug 16;48:108-114. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/28822298>

Balmford, J, Borland, R. Smokers' perceptions of sources of advice about quitting: findings from the Australian arm of the ITC 4-country survey. *Health Educ Res*. 2017 Apr 1;32(2):124-133. Available from: <http://www.ncbi.nlm.nih.gov/pubmed/28334770>

Carreras, G, Iannucci, L, Costa, G, Chellini, E, Gorini, G. Are smokers less likely to seek preventive healthcare measures in Italy? *Eur J Cancer Prev*, Apr 2017. Available from: <http://www.ncbi.nlm.nih.gov/pubmed/28379886>

Khera, AV, Emdin, CA, Drake, I, Natarajan, P, Bick, AG, Cook, NR, Chasman, DI, Baber, U, Mehran, R, Rader, DJ, Fuster, V, Boerwinkle, E, Melander, O, Orho-Melander, M, Ridker, PM, Kathiresan, S. Genetic Risk, Adherence to a Healthy Lifestyle, and Coronary Disease. *N Engl J Med*. 2016 Dec 15;375(24):2349-2358. Available from: <http://www.ncbi.nlm.nih.gov/pubmed/27959714>

7.5.3 The role of media in promoting thoughts about quitting

Popova, L. (2020). Carpe covid: using COVID-19 to communicate about harms of tobacco products. *Tob Control*. Retrieved from <https://www.ncbi.nlm.nih.gov/pubmed/33188149>

Alashoor, T., & Han, S. (2020). The smoking paradox: exploring why attitudes toward cigarette smoking are a weak predictor of cigarette smoking. *Psychol Health*, 1-15. Retrieved from: <https://www.ncbi.nlm.nih.gov/pubmed/32862721>

Borrelli, B, Endrighi, R, Hammond, SK, Dunsiger, S. Smokers who are unmotivated to quit and have a child with asthma are more likely to quit with intensive motivational interviewing and repeated biomarker feedback. *J Consult Clin Psychol*. 2017 Nov;85(11):1019-1028. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29083219>

Lim, YK, Shin, DW, Kim, HS, Yun, JM, Shin, JH, Lee, H, Koo, HY, Kim, MJ, Yoon, JY, Cho, MH. Persistent smoking after a cardiovascular event: A nationwide retrospective study in Korea. *PLoS One*. 2017 Oct 19;12(10):e0186872. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29049380>

Leung, DY, Chan, SS, Lam, TH. Prevalence and characteristics of hardcore smokers in Hong Kong. *Hong Kong Med J*. 2017 Jun;23 Suppl 2(3):4-9. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29938662>

Popova, L, Majeed, B, Owusu, D, Spears, CA, Ashley, DL. Who are the smokers who never plan to quit and what do they think about the risks of using tobacco products? *Addict Behav*. 2018 Jun 26;87:62-68. Available from: <https://www.ncbi.nlm.nih.gov/pubmed/29958136>

News reports:

7.5 What we know about how smokers are persuaded to attempt to quit

7.5.1 Personalisation of risk

Hinde, Natasha. This Could Be Why Your Loved One Refuses To Try And Quit Smoking. *Huffington Post UK*, Jan 2018. Available from: http://www.huffingtonpost.co.uk/entry/why-your-loved-one-refuses-to-try-and-quit-smoking-study-on-denial_uk_5a65b1c6e4b0e56300712dad

Boyles, Salynn. Smokers who know personal risk more likely to quit. *MedPage Today*, 2017. Jan 25, 2017. Available from: http://www.medpagetoday.com/Pulmonology/Smoking/62733?xid=nl_mpt_DHE_2017-01-26&eun=g220600d0r&pos=1

7.5.2 Addressing self-exempting beliefs

No authors listed. Distorted view amongst smokers of when deadly damage caused by smoking will occur. Science Daily, Jan 2018. Available from:

<https://www.sciencedaily.com/releases/2018/01/180118100749.htm>

7.5.3 The role of media in promoting thoughts about quitting

Norton, Amy. Tobacco's Harms May Come Sooner Than Smokers Think. Health Day, 2017. Jan 23, 2018. Available from: <https://consumer.healthday.com/cancer-information-5/misc-tobacco-health-news-666/tobacco-s-harms-may-come-sooner-than-smokers-think-730425.html>