

Supplementary Material S2. Description of the first module of the training programme

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)
Introduction	To present the training and support programme	Introduction	Expository method	Lack of support	Social support (unspecified)	30
	Introduction of trainers and participants		Active method: ice breaking activity	Lack of opportunities for sharing experiences with other professionals	Social comparisons	
	Expectations of the training and support programme	Global impact of alcohol consumption	Expository method	Lack of knowledge	Information about health consequences Information about social and environmental consequences	10
	To understand the contribution of alcohol for the global disease burden					
	To be aware of alcohol as a substance causing harm to users and to others					
	To identify the differences between men and women concerning the metabolism of alcohol					
	To know the average annual consumption of alcohol in Portugal					
	To relate the average daily consumption to the lifetime risk of dieing from alcohol use					
	To relate the average daily consumption to the relative risk for alcohol-related diseases					
	Questions and partial summary		Interrogative method	---	---	
			Expository method			
	To know the national and local death rates for liver cirrhosis and transport accidents	Impact of alcohol consumption in the Health Region of Dão Lafões	Expository method	Lack of knowledge	Information about health consequences	15
	To recognize alcohol as a major contributor for liver cirrhosis and transport accidents			Alcohol is not a priority	Information about social and environmental consequences	
	To realize that alcohol is a local health priority			Professionals' frustration and sense of low self-efficacy with unsuccessful attempts to counsel patients to cutdown	Antecipated regret	
	To recognize delivery of alcohol SBI as a preventive activity for primary care professionals	Primary care actions for reducing the impact of alcohol consumption	Active method: group discussion	Preventive health should be patients' responsibility	Imaginary reward	
	To know the evidence supporting the efficacy/effectiveness of alcohol SBI			Alcohol SBI are not effective	Social comparisons	
	To realize that alcohol SBI is a cost-effective activity when delivered in primary care				Incompatible beliefs	
	Questions and partial summary		Interrogative method	---	---	
			Expository method			

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)	
Development	To know the definition of standard drink To understand the consumption of alcohol as a risk continuum To know the "recommended drinking limits" for men and women as defined on the national guideline To know the definition of low risk drinking, binge drinking, hazardous drinking, harmful drinking, and alcohol dependence	Terminology	Expository method	Lack of knowledge	Information about health consequences	15	
			Interrogative method		Information about social and environmental consequences		
	Questions and partial summary		Interrogative method		---		---
				Expository method			
	To know that blood tests for diagnosing alcohol misuse have low sensitivity To recognize AUDIT as the recommend screening questionnaire by the national guideline To get familiar with the AUDIT questions To know how to score the AUDIT questions To know how to classify the risk level in accordance with the AUDIT scoring To know the proper action depending on the AUDIT scoring, as recommended by the national guideline To watch a demonstration of how to apply the AUDIT	Screening for alcohol	Expository method	Reliance on blood tests to diagnose alcohol misuse	Information about health consequences	35	
			Demonstrative method	Lack of knowledge	Information about social and environmental consequences		
					Instruction on how to perform a behaviour		Demonstration of the behaviour
	Questions and partial summary		Interrogative method	---	---		
				Expository method			
	Coffee-break						
	To practice screening with the AUDIT	Screening with the AUDIT	Active method: clinical case discussion	Lack of training	Behaviour practice / rehearsal Habit formation	40	
	Questions and partial summary		Interrogative method	---	---		
			Expository method				

Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)
<p>To understand simple advice as a simplified form of brief intervention</p> <p>To watch a demonstration of how to deliver simple advice</p> <p>To practice delivering simple advice</p>	<p>Simple advice</p>	<p>Expository method</p> <p>Demonstrative method</p> <p>Active method: role play</p>	<p>Lack of knowledge</p> <p>Lack of training</p> <p>BIs are complex and counselling is difficult</p> <p>BIs are complex and counselling is difficult</p> <p>Lack of time</p>	<p>Instruction on how to perform a behaviour</p> <p>Demonstration of the behaviour</p> <p>Behaviour practice / rehearsal</p> <p>Habit formation</p> <p>Verbal persuasion about capability</p>	<p>80</p>
<p>Questions and partial summary</p>		<p>Interrogative method</p> <p>Expository method</p>	<p>---</p>	<p>---</p>	
<p>Lunch-break</p>					
<p>To know that primary care professionals support alcohol SBI</p> <p>To realize that primary care professionals believe that asking about alcohol is part of their job</p> <p>To know that primary care professionals believe they deliver alcohol SBI regularly</p> <p>To realize that alcohol SBI are seldomly delivered</p> <p>To find reasons for the contradiction why primary care professionals believe alcohol SBI rates are high when they are actually quite low</p>		<p>Expository method</p> <p>Active method: group discussion</p>	<p>Lack of motivation/willingness to engage with drinkers</p> <p>Preventive health should be patients' responsibility</p> <p>Professionals think they screen frequently about alcohol</p> <p>Lack of opportunities for sharing experiences with other professionals</p>	<p>Information about others' approval</p> <p>Social comparisons</p> <p>Incompatible beliefs</p>	<p>50</p>
			<p>Lack of motivation / willingness to engage with drinkers</p> <p>Patients do not want / would resent being asked about their alcohol consumption</p> <p>Patients lie about alcohol use</p>	<p>Pros and cons</p> <p>Information about others' approval</p> <p>Behavioural experiments</p> <p>Information about social and environmental consequences</p> <p>Verbal persuasion about capability</p>	

Supplementary Material S2 (cont.). Description of the first module of the training programme

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)
	<p>To be aware of the benefits for the patients and for health professionals of implementing alcohol SBI</p> <p>To be aware of the barriers hindering the implementation of alcohol SBI and how to overcome them</p>	Barriers and facilitators	<p>Active method: group work</p> <p>Expository method</p>	<p>Patients' misbeliefs about alcohol</p> <p>Lack of structured action protocol</p> <p>Lack of screening and counselling materials</p> <p>Lack of support</p> <p>Professionals believe that alcohol SBI are not effective / patients will not follow the advice to cutdown</p> <p>Alcohol is not a priority</p> <p>Professionals are too busy dealing with other problems</p> <p>Lack of time</p> <p>Frustration and sense of low self-efficacy with unsuccessful cases</p> <p>Belief that BIs are complex and counselling is difficult</p> <p>Difficult to remember to screen systematically</p> <p>Alcohol SBI could damage doctor-patient relationship</p>	<p>'Instruction on how to perform a behaviour</p> <p>Adding objects to the environment</p> <p>Problem solving</p> <p>Action planning</p> <p>'Prompts / cues</p> <p>'Social support (unspecified)</p> <p>'Information about others' approval</p> <p>Framing / reframing</p> <p>'Imaginary reward</p> <p>Restructuring the social environment</p> <p>'Comparative imagining of future outcomes</p> <p>'Information about emotional consequences</p> <p>Focus on past success</p> <p>Habit formation</p>	150
Conclusion	To summarize the first training session	Final summary	Interrogative method	---	---	10
		Conclusion	Expository method			

Supplementary Material S3. Description of the second module of the training programme

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)				
Introduction	To review the contents of the first training day	Introduction	Expository method	---	---	15				
	To present the contents of the second training day		Interrogative method							
Development	To present the alcohol SBI rates in each PHC unit	Implementation efforts	Active method: group discussion Expository method	Lack of opportunities for sharing experiences with other professionals	Problem solving	90				
	To allow participants to discuss implementation difficulties			Lack of training	Action planning					
	To find solutions for the difficulties encountered			Lack of incentives	Feedback on behaviour					
				Lack of structured action protocol	Social comparisons					
				Lack of motivation/willingness to engage with drinkers	Social reward					
				Difficult to remember to screen systematically	Verbal persuasion about capability					
					Focus on past success					
	Coffee-break									
				To know the different types of brief interventions	Brief intervention Transtheoretical Model		Expository method Interrogative method Demonstrative method	Lack of knowledge	Instruction on how to perform a behaviour	120
				To understand the five major steps to a brief intervention: Ask, Advise, Assess, Assist, and Arrange				Lack of training	Demonstration of the behaviour	
	To know the Transtheoretical Model of behaviour change	Lack of structured action protocol	Habit formation							
	To integrate the Transtheoretical Model into the brief intervention steps	Belief that BIs are complex and counselling is difficult	Graded tasks							
	To understand how to tailor the approach to the patient taking into account the patient's stage of change									
	Questions and partial summary	Interrogative method	---	---						
		Expository method								
Lunch-break										
	To understand the principles of motivational		Expository method	Lack of knowledge Lack of training	Instruction on how to perform a behaviour Demonstration of the behaviour					

Supplementary Material S3 (cont.). Description of the second module of the training programme

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)
	interviewing To know the major techniques of motivational interviewing (OARS skills) To learn how to use the OARS skills for helping patients changing their behaviour	Motivational Interviewing	Interrogative method Demonstrative method Active method: group work and role play	Lack of training Belief that BIs are complex and counselling is difficult Lack of time Lack of opportunities for sharing experiences with other professionals	Behaviour practice / rehearsal Habit formation Graded tasks Verbal persuasion about capability Social comparisons	200
Conclusion	To summarize the second training session	Final summary	Interrogative method Expository method	---	---	10
		Conclusion	Expository method			

Supplementary Material S4. Description of the third module of the training programme

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)
Introduction	To review the contents of the first and second training days	Introduction	Expository method	---	---	15
	To present the contents of the third training day		Interrogative method			
Development	To improve the OARS skills	Brief Intervention Transtheoretical Model	Active method: group discussion	Lack of opportunities for sharing experiences with other professionals	Instruction on how to perform a behaviour Demonstration of the behaviour Behaviour practice / rehearsal	90
	To tailor the OARS skills to the stage of change of the patient		Expository method	Lack of knowledge	Habit formation	
			Interrogative method	Lack of training	Graded tasks	
			Demonstrative method	Belief that BIs are complex and counselling is difficult	Information about emotional consequences	
Questions and partial summary	Interrogative method	Professionals' frustration and sense of low self-efficacy with unsuccessful attempts to counsel patients to cutdown	Social comparisons Comparative imagining of future outcomes Verbal persuasion about capability Focus on past success			
Coffee-break						
Development				Lack of opportunities for sharing experiences with other professionals	Instruction on how to perform a behaviour Demonstration of the behaviour Behaviour practice / rehearsal	
				Lack of knowledge	Habit formation	

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)
	To improve the OARS skills To tailor the OARS skills to the stage of change of the patient	Brief Intervention Transtheoretical Model	Interrogative method Demonstrative method Active method: group work, group discussion	Lack of training Professionals' frustration and sense of low self-efficacy with unsuccessful attempts to counsel patients to cutdown Belief that BIs are complex and counselling is difficult	Graded tasks Information about emotional consequences Social comparisons Social reward Comparative imagining of future outcomes Verbal persuasion about capability Focus on past success	120
	Questions and partial summary		Interrogative method Expository method	---	---	
	Lunch-break					
	To understand the concept of alcohol dependence To know how to diagnose alcohol dependence To understand the principles for treating alcohol dependence	Alcohol dependence	Expository method Interrogative method Demonstrative method Active method: group discussion	Lack of knowledge Lack of training Reliance on blood tests to diagnose alcohol misuse Lack of support services Lack of opportunities for sharing experiences with other professionals	Information about health consequences Information about social and environmental consequences Social support (unspecified) Credible source	200
Conclusion	To summarize the third training session	Final summary	Interrogative method Expository method	---	---	10
		Conclusion	Expository method			

Supplementary Material S5. Description of the fourth module of the training programme

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)
Introduction	To review the contents of the previous three training days	Introduction	Expository method	---	---	15
	To present the contents of the fourth training day		Interrogative method			
Development	To improve the OARS skills	Brief Intervention Transtheoretical Model	Active method: group discussion of a video	Lack of opportunities for sharing experiences with other professionals	Instruction on how to perform a behaviour	90
	To tailor the OARS skills to the stage of change of the patient			Lack of knowledge	Demonstration of the behaviour	
				Lack of training	Habit formation	
	Questions and partial summary		Interrogative method	---	---	
Coffee-break						
				Lack of opportunities for sharing experiences with other professionals	Instruction on how to perform a behaviour	

	Objectives	Content	Methodology	Barriers addressed	Behaviour Change Techniques applied	Time (minutes)
	To improve the OARS skills To tailor the OARS skills to the stage of change of the patient	Brief Intervention Transtheoretical Model	Interrogative method	Lack of knowledge	Demonstration of the behaviour	120
			Active method: group work, group discussion	Lack of training Belief that BIs are complex and counselling is difficult	Behaviour practice / rehearsal Habit formation Graded tasks Social comparisons	
	Questions and partial summary		Interrogative method Expository method	---	---	
Lunch-break						
	To practice alcohol screening and brief interventions	Screening Brief interventions	Active method: group work, role play	Lack of training Lack of time Lack of opportunities for sharing experiences with other professionals	Behaviour practice / rehearsal Habit formation Graded tasks Social comparisons Verbal persuasion about capability	200
Conclusion	To summarize the training course	Final summary	Interrogative method Expository method	---	---	10
		Conclusion	Expository method			