

Tool 3.1: Cost-benefit analysis

You get something out of the behavior you're thinking about changing. Otherwise, you wouldn't have engaged in it. Consciously or otherwise, at some point you decided the benefits outweighed the costs. Do they now?

It's normal to both want to change and not want to change. It's also difficult to hold the short- and long-term benefits and costs of a behavior in one's awareness at the same time. This tool can help with these challenges.

Write your benefits and costs in the boxes below. See page 25 for some questions to get you started.

The behavior I'm analyzing:

Today's date:

When I do this behavior

Benefits (rewards or advantages)

Ex: I feel more alert, I don't feel pain, I feel more attractive

Costs (risks and disadvantages)

Ex: Hangovers, losing my partner's trust*, hard to pay my bills on time

When I don't do this behavior

Benefits (rewards or advantages)

Ex: Save money*, do better at work

Costs (risks and disadvantages)

Ex: Feel stressed, body aches

After you make your lists, star the long-term benefits and costs. Where are you sacrificing your future goals for immediate satisfaction in the present?