

Motivational Interviewing Cost & Benefit Analysis

Developing Discrepancies Addressing Ambivalence	Benefits (Pros) – What are the positive affects about the behavior?	Cost (Cons) – What are the negative affects of this behavior?
Currently – How is this behavior impacting you at this time?		
ISO Comments (Change talk):		
Future – If the behavior continues, what will it will it look like to you?		
ISO Comments (Change talk):		
Who is important in your life? 1)	How has your behavior benefitted these relationships?	What are the negative impact on these relationships?
2)		
3)		
4)		
5)		
ISO Comments (Change talk):		
Employment (Note kind of job): _____	How has behavior benefitted your employment?	What is the negative impact from behavior on the job?

Use to explore the positive and negative effects of the unwanted behavior over a period of time. Facilitating the costs/benefits analysis with client's input concerning change vs remaining the same, might heighten discrepancies & ambivalence towards a commitment to change and/or elicit change talk (ISO should note where change talk was mentioned).