

## **Using the Decisional Balance Sheet**

**Instructions:** Use the Decisional Balance sheet to determine the consequences of making a change in your client's life based on a behavior that he/she would like to stop or a new behavior they would like to begin.

|              | Disadvantages | Advantages |
|--------------|---------------|------------|
| No<br>Change |               |            |
| Change       |               |            |

The following chart is the interpretation of the Decisional Balance sheet. This will give you key information about what will motivate you or your client to change. You can use the decisional balance sheet as a constant reminder of the importance of making this change.

|              | Disadvantages  | Advantages   |
|--------------|--|--|
| No<br>Change | Develop discrepancies between these 2 sections   | This section often contains the<br>'Concrete Boots' of habit |
| Change       | This sections often contains<br>their fears & apprehensions that<br>manifest as their 'Automatic<br>Negative Thoughts' | This is what they would like their life to be like           |