WORKSHEET 66 · FOR THE PSYCHOLOGIST

For and against changing

Looking honestly at what I gain and lose by changing

AIM

Explore ambivalence about a change (decisional balance): the pros and cons of changing and of not changing, in the short and long term.

WHO IT IS FOR

Hesitation about changing a behaviour (avoidance, substance use, a habit), motivation that comes and goes.

DURATION

15-20 min in session

HOW TO RUN IT

1. Choose the change being considered, phrased concretely.
2. Fill in the four boxes: pros and cons of changing, and of not changing.
3. Look at the short and long term: often the benefits of not changing are immediate and their costs long term.
4. Ask what the person takes away from it, without pushing towards an answer.

POINTS TO WATCH

> Respect ambivalence: it is normal. Pushing too hard towards change often strengthens the arguments against.

REFERENCES

Miller, W. R. & Rollnick, S. (2013). Motivational Interviewing: Helping People Change (3rd ed.). Guilford.

Beck, J. S. (2020). Cognitive Behavior Therapy: Basics and Beyond (3rd ed.). Guilford.

PSYCHOLOGIST'S NOTES

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WORKSHEET 66 · WORKSHEET TO HAND OUT

For and against changing

Changing, even when you want to, has pros and cons. So does not changing. Looking honestly at all four sides helps you decide with full knowledge.

1. The change I am thinking about: _____
2. Fill in the four boxes in the table, without judging yourself.
3. Circle what matters most to you in the long term.
4. What I decide, for now: _____

Pros of changing	Cons of changing	Pros of not changing	Cons of not changing

What weighs most for me, in the long term?

These exercises do not replace therapy. If you are in distress or having suicidal thoughts: 112 (European Union), 3114 (France) or the emergency number of the country where you live.

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