



COST BENEFIT ANALYSIS (CBA): WEIGHING THE PROS AND CONS



SMART
Family & Friends

Contemplating making a change in how you interact with your Loved One? Choose a way of responding to your Loved One (e.g., yelling, avoiding, nagging) that you are thinking about changing. Make it specific, for example: *waking my partner after (s)he's been up partying all night so that (s)he doesn't oversleep and miss work.*

- List all the **advantages** of continuing that behavior and all the **disadvantages** of continuing that behavior.
- Then do the reverse: list all the **advantages** of stopping that behavior and all the **disadvantages** of stopping the behavior.
- It can help to label each item either short-term or long-term.

Continuing the Behavior	
Advantages (benefits and rewards)	Disadvantages (costs and risks)
Ceasing the Behavior	
Advantages (benefits and rewards)	Disadvantages (costs and risks)

The CBA can be used to increase motivation for making behavior changes. Notice that often our current habitual behaviors have short-term benefits, but long-term negative consequences and our new behavior choices may feel uncomfortable at first, but have long lasting benefits.

