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## Decisional balance sheet motivational interviewing

Tool for representing the pros and cons The decision-making balance sheet or the balance sheet is a tabular method for representing the pros and cons of different options and to help someone decide what to do in certain circumstances. It is often used to work with ambivalence in people engaged in behaviours that are harmful to their health (e.g. problematic substance use or over-eating),[1] as part of psychological approaches such as approaches based on the trans-theoretic pattern of change[2] and in certain circumstances in motivational interviews. [3] The use and history of the balance sheet records the advantages and disadvantages of the various options. It can be used for both individual and organisational decisions. The balance sheet recognises that both profits and losses can be the result of a single decision. This could, for example, be introduced in a session with someone who has problems with their alcohol consumption with a question like: Could you tell me what you get from your drinking and what can be found less good about it? Therapists are generally advised to use this kind of formulation rather than blunter command to think about the negative aspects of problematic behavior, since the latter could increase psychological resilience. [4] The early use of the decision-making balance sheet was Benjamin Franklin. In a 1772 letter to Joseph Priestley, Franklin described his own use of the method,[5] which is now often called the Ben Franklin method. [6] Includes the creation of a list of pros and cons, an estimate of the importance of each of them, the removal of items from lists of pros and cons of approximately the same meaning (or groups of items that can cancel each other) until one column (for or con) is dominant. Experts on decision support systems for practical reasoning have warned that the Ben Franklin method is only suitable for very informal decision-making: Poverty of imagination and lack of basic knowledge needed to create sufficient scope and detail of competitive reflections are a weakness in applying this harsh and prepared approach. [7] Social psychologist Timothy D. Wilson warned that Ben Franklin's method can be used in a way that deceives people into falsely believable rationalizations that do not accurately reflect their true motivations or predict their future behavior. [8] In the 1959 documents, Irving Janis and Leon Mann minted the sentence of the balance sheet and used this concept as a way of looking at decision-making. [9] James O. Prochaska and his colleagues then incorporated the Janis and Mann concepts into the transtheoretic model of change.[10] an integrative theory of therapy widely used to facilitate behavioural change. [2] Research studies on the trans-theoretic model suggest that, in general, in order for people to succeed in changing behaviours, the benefits of change should outweigh the disadvantages before they move from the contemplation phase to the action development phase. [11] the balance sheet is an informal preparedness measure for change as well as a decision-making aid. [12] One research paper states that combining decision-making balance sheet technology with the technique of implementation objectives was more effective in increasing exercise behaviour than control or one strategy per se. [13] Another research paper stated that a decision-making balance intervention can strengthen a person's commitment to change when that person has already committed to change, but could reduce the commitment to change if that person is ambivalent; the authors suggested that inducing a change in talk (a technique from motivational interviewing) is preferable to a decision making balance when a doctor intends to help ambivalent clients resolve their ambivalence in the direction of change. [14] William R. Miller and Stephen Rollnick's textbook on motivational conversation discusses the decision-making balance in a chapter titled Advice with Neutrality, and describes decision-making balance as a way of proceeding when you want to consult on neutrality rather than moving toward a certain change of goal. [15] Changes There are several changes in the balance sheet. [16] In the original description of Janis and Mann there are eight or more cells depending on how many options there are. [17] For each new option, there are cell pairs (one for advantages, one for disadvantages) for the following four different aspects:[18] the expected utilitarian effects for self expected utilitarian effects for significant additional anticipated effects on how one is considered to have other significant expected effects on how a person views himself John C. Norcross is among the psychologists who simplified the balance sheet on the four cells : the pros and cons of change, for yourself and for others. [19] Similarly, a number of psychologists have simplified the balance sheet to a four-channel format consisting of the advantages and cons of current behaviour and changed behaviour. [20] Some authors separate short- and long-term benefits and behavioural risks. [21] The example below allows for three options: continue as before, reduce harmful behaviour to a level where it could be less harmful, or stop it altogether; therefore has six cells consisting of a pro and con pair for each of the three options. An example of a decision balance for someone who has alcohol problems Pluses Minuses Continue drinking as I do what my friends doIt makes me less anxiousIt's fun is drunkIt's like the taste I get to fightHealth problemsDeby threatDebtIs can not remember things the other day reduce I can still meet with my friendsIt will help my health Will my partner believe? Can I stick to it? Stop drinking I will not get into fights moreIt will please my partnerIt will save moneyA good day for my health I could avoid my friendsHow will I cope with anxiety? What am I going to do for fun? Any evaluation is subject to changes and often cells interconnected. For example, looking at the table above, if something were to happen in an individual's marital life (an argument or a partner leaves or get pregnant or has an accident), an event can either increase or decrease how much weight a person puts elements in the balance sheet that refer to a relationship. Another clarification of the balance sheet is the use of a scoring system to assign numerical weights to different elements of the balance sheet, in such cases, the balance sheet becomes what is often called the decision-making matrix. Similarly, Fabio Losa and Valerie Belton combined drama theory and decision analysis with multiple criteria, two decision-making techniques in the field of operation research, and used them to examine the interpersonal conflict on substance abuse, which they described as follows: The couple, Jo and Chris, lived together for several years. However, Chris can't stand it any longer, that Jo is always drunk and threatens to leave. The scene setting sets the initial frame, the situation to see a particular actor (Chris) in a particular place. The actors are Jo and Chris and everyone has one yes/no policy option-for Chris it is to stay or leave and for Jo to stop drinking or not. These options define four possible scenarios or futures...[23] Dialectical behavioural therapy involves a form of decision-making balance sheet called pros and cons of the network. [24] Kickstarter co-founder Yancey Strickler created a four-channel matrix similar in appearance to the decision-making balance sheet, which he likened to a bento box, with cells for himself and others, present and future. [25] ABC model psychology Professor Finn Tschudi's ABC model of psychotherapy uses a structure similar to the balance sheet: A is the line that defines the problem; B is the line that lists the schemes (silent assumptions) about the advantages and disadvantages of solving the problem; and C is a line that lists schemes about the advantages and disadvantages of maintaining the problem. [26] Tschudi was partly inspired by Harold Greenwald's book Decision Therapy,[27] which concerned that much of psychotherapy involves helping people make decisions. [28] The ABC model says that people are blocked or stranded in solving a problem when their Scheme C defines the strong advantages for maintaining the problem and/or the strong disadvantages of solving the problem and often their C schemes are at a low level of awareness. [29] In such cases, solving the problem usually requires raising awareness and restructuring Scheme C, although several other general strategies to solve the problem are available as an alternative or complement. [30] In the approach to psychotherapy called coherent therapy, A is called a symptom, B is called a position against symptoms, and C is called the location of pro-symptoms[31], although coherence therapy also distinguishes between functional symptoms that are directly caused by C and good-ial symptoms that are not caused by C.[32] As regards behavioural change, the problematic half A describes one or more costly operants and C describes the reinforcement provided by the operant. [33] The following table summarises the structure of the ABC model. [26] Abc model A = problem a1 = problem position (PP) a2 = required position (DP) B = development A b1 = disadvantages PP b2 = advantages DP C = defines dilemma c2 = advantages PP c1 = disadvantages of DP Square tool In approach to psychotherapy called targeted acceptance and commitment therapy (FACT) is a square tool tabular method similar in appearance as the decision balance sheet. [34] The square tool displays four sets of behaviors: positive behavior (called laborious behavior) and negative behavior (called unworkable behavior) that a person does publicly and privately. In a four square tool, the advantages and disadvantages of behavior are implicit, rather than listed in separate cells as in the decision balance sheet. The following table is an empty square tool. [34] Square tool from FACT Does not work (into less) more laborious (do more) Public behavior Private behavior See also Analysis of paralysis Cost-benefit analysis – Systematic approach to estimating the strengths and weaknesses of alternatives Decision cycle Decision tree – Tool to support decision making Formula to change Immunity to change Problem mapping – Diagram, in which pros and cons are types of nodes Motivational importance Price of opportunity Practical reason Psychological dependence Reflective balance Trade-off Unlimited consequences – Results of expediency, not intended or implied notes ^ DiClemente 2003, p. 74-77, 141-146; Freimuth 2008, p. 226-231; Walters &amp; Rotgers 2012, p. 14 – 15 ^ a b Prochaska a. DiClemente 2003; Norcross, Loberg & Norcross 2012 ^ Miller & Rollnick 2013, p. 231-254; see also the section entitled MI not decision-making balance in Miller & Rollnick 2009, p. 132-133 ^ Roes 2002, p. 83 ^ Franklin 1975 ^ Examples of modern use of the phrase Ben Franklin Method, see: Suhr 1999, p. 209; Ullman 2006, p. 42 – 43 ^ Gisle a. 2004 ^ Wilson 2002, p. 166 – 175 ^ Janis 1959; Janis & Mann 1977, p. 135ff; Janis said his balance sheet made a significant expansion of psychological investigation beyond conventional discussions about decision-making due to its new incorporation of social, preconscious, and unconscious motives: Janis 1959, p. 19 ^ Velicer et al. 1985 ^ DiClemente 2003, p. 36–37; Norcross, Loberg & Norcross 2012, p. 77 ^ Les Greenberg noted that Janis and Mann's description of the decision-making conflict is similar to the idea of conflicting schisms in Gestalt therapy, and experiential techniques, such as two-seat dialogue technique, are another way of resolving such a conflict: Greenberg & Webster 1982, p. 468 – 469 ^ Prestwich, Lawton & Conner 2003 ^ Miller & Rose 2015 ^ Miller & Rollnick 2013, p. 36 ^ Some early variations Except discussed here, can be found in: Horan 1979 ^ Example of an eight-cell balance sheet using Janis and Mann's original categories can be seen on the sample career balance sheet decision. careerkey.org. ^ Velicer et al. 1985, p. 1279–1280 ^ Norcross, Loberg & Norcross 2012, p. 76 ^ Example: Tschudi 1977; Feimuth 2008 harvnb error: no target: CITEREFFeimuth2008 (help) ^ For example: Dixon & Glover 1984, p. 178–180; Roes 2002, p. 84 ^ For example, such a weighted version is used to help readers choose between universities in: Lock 2005, p. 317ff ^ Losa & Belton 2006, p. 511 ^ Linehan 2015, p. 132, 427 – 430 ^ Stricktrick 2019; Strickler's matrix is also explained on the website: Bentoinism. bentoinism.org. ^ a b Tschudi 1977; Tschudi & Winter 2011 ^ Greenwald 1973; Tschudi 1977, p. 323 ^ Another significant influence on the ABC model was the theory of the personal constructor; Tschudi 1977, p. 323 ^ Tschudi & Winter 2011, p. 93 ^ Tschudi 1977, p. 331 – 333 ^ Tschudi & Winter 2011, p. 91 ^ Ecker, Ticic & Hulley 2012, p. 48 ^ Tschudi 1977, pp. 336 – 337 ^ and b Strosahl, Gustavsson & Robinson 2012, pp. 265 –272 References DiClemente, Carlo C. 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