|  |  |  |
| --- | --- | --- |
|  | **Not Changing** | **Changing** |
| **Pros** | **1** | **4** |
| **Cons** | **2****Figure 1.** Stewart, E., Taylor-Post, N., Nichols L., Staton E., & Schleuning A. (2014). Community Connections: Linking Primary Care Patients to Local Resources for Better Management of Obesity. Rockville, MD: Agency for Healthcare Research and Quality; AHRQ Publication No. 14-0030-EF. Retrieved from [URL to Source](https://www.ahrq.gov/sites/default/files/publications/files/obesity-toolkit.pdf)  | **3** |

Hi everyone,

Thank you for attending our fifth Clinical Conversation about MI and the contemplation stage. One thing we discussed was decisional balance - when someone is asked about the pros and cons of making a change and the pros and cons of not making a change1,2. This decisional balance chart shows the suggested order for asking about these pros and cons. The second example shows how someone might think through this regarding attending a weight loss group.

|  |
| --- |
| **Joining a Weight Loss Group** |
|  | **Not Changing** | **Changing** |
| **Pros** | *What is something good that could come from NOT taking this action?** I need time to myself
* I’m not sure if I like group settings
* No extra effort needed
 | *What is something good that could come from taking this action?** More energy for my kids
* Look better, more confident
* Healthier
 |
| **Cons** | *What is something bad that could come from NOT taking this behavior?** Continue to gain weight
* Would not get healthier
* Not be able to keep up with my kids
 | *What is something bad that could come from NOT taking this action?** Schedule is already full
* Cost of the group
* Would have to skip favorite TV shows

**Figure 2.** Stewart, E., Taylor-Post, N., Nichols L., Staton E., & Schleuning A. (2014). Community Connections: Linking Primary Care Patients to Local Resources for Better Management of Obesity. Rockville, MD: Agency for Healthcare Research and Quality; AHRQ Publication No. 14-0030-EF. Retrieved from [URL to Source](https://www.ahrq.gov/sites/default/files/publications/files/obesity-toolkit.pdf)  |

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1. Constance, A. & Sauter, C. (2011). *Inspiring and Supporting Behavior Change*. United States: American Dietetic Association.
2. Stewart, E., Taylor-Post, N., Nichols L., Staton E., & Schleuning A. (2014). Community Connections: Linking Primary Care Patients to Local Resources for Better Management of Obesity. Rockville, MD: Agency for Healthcare Research and Quality; AHRQ Publication No. 14-0030-EF. Retrieved from [URL to Source](https://www.ahrq.gov/sites/default/files/publications/files/obesity-toolkit.pdf)