|  |  |  |
| --- | --- | --- |
|  | **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)