

Cost Benefit Analysis Technique

This is a motivational technique that will help you pinpoint the forces that keep you stuck. You list all the advantages and disadvantages of a thought, feeling or habit that's causing problems for you. Then you balance the advantages against the disadvantages to you can make a more enlightened decision about whether you want to change or not.

List of CBA's

Use, both blanks and completed. Try the blank one first and then read the completed ones to see if there are any advantages and disadvantages that might ring true for you.

- 1. Relationships Pages 2, 3**
- 2. Perceived Perfectionism Pages 4, 5**
- 3. Entitlement/Blame Pages 6, 7**
- 4. Love Addiction Pages 8, 9**
- 5. Perfectionism Pages 10, 11**
- 6. Other Approval. 12 & 13**

How to Use the Dr Burns' Cost-Benefit Analysis for Relationships

Think of someone you are having difficulties getting along with: it might be your spouse, a family member, your boss or a friend. Would you like to get along better with that person? If the answer is yes, then think of a specific upsetting interaction you had with him or her. Visualize the interaction in your mind's eye. What was the other person saying to you? Maybe he or she was complaining and ignoring your good advice. Maybe he or she was being critical, stubborn or argumentative.

Now ask yourself who was primarily to blame for the conflict. Who was being the most unreasonable? Who was the most responsible for the problem? Most of us blame the other person. In your heart of hearts, you probably believe that it's mainly the other person's fault. After all, they **were** being quite difficult, weren't they: And they could have been a whole lot more reasonable! Right?

The first step in solving any personal relationship problem is to list the advantages and disadvantages of blaming the other person. Ask yourself, 'how it will help me to blame them. And how will it hurt me? What are the benefits of this mind-set? And what are the costs?'

There are many advantages to blaming someone: you'll feel innocent; you'll feel righteous; you'll feel superior; you'll feel convinced that you are "right"; you won't have to change; you can harbor resentment; you won't have to feel guilty; you can feel sorry for yourself; you can complain about that person to friends, etc. List all these advantages in the left-hand column of the Relationship Cost-Benefit Analysis.

Now ask yourself if there are any disadvantages of blaming the other person. How will this mind-set hurt me? Is there a down-side to this attitude? List the disadvantages in the right-hand column.

Finally, balance the advantages against the disadvantages on a 100 point scale and put your estimates in the two rectangles at the bottom. Are the advantages or disadvantages greater? If the advantages of blaming the other person outweigh the disadvantages you might put 70-30 or 60-40 in the two columns at the bottom. If the disadvantages outweigh the advantages you might put 45-55 or 35-65 in the two circles.

Dr. Burns CBA or Cost Benefit Analysis can be used to examine whatever area you'd like to look at.

Dr. Burns' Cost-Benefit Analysis

Blaming the Other Person: *It is all the other person's fault in the relationship.*

| Advantages | Disadvantages |
|------------|---------------|
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BOTH COLUMNS TOGETHER MUST ADD UP TO 100% SUCH AS:

50% + 50% = 100%

OR 70% + 30% = 100%

OR 20% + 80% = 100%

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| DISADVANTAGES TOTAL WEIGHT _____% |
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| ADVANTAGES TOTAL WEIGHT _____% |
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Dr. Burns' Cost-Benefit Analysis

Perceived Perfectionism: Other people won't love or respect me if they see that I'm a flawed human being.

| Advantages | Disadvantages |
|------------|---------------|
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Dr. Burns' Cost-Benefit Analysis

Perceived Perfectionism: Other people won't love or respect me if they see that I'm a flawed human being.

| Advantages | Disadvantages |
|--|--|
| <ol style="list-style-type: none"> 1. I'll work hard to impress other people. 2. People like winners, so when I do a good job, people will respect and admire me. 3. I won't have to share my feeling or tell people how I really feel inside. 4. I won't have to risk rejection. 5. I can hide my weaknesses and present a polished image to the world. 6. I can feel like a victim and secretly resent people for being so judgmental and not accepting me the way I really am. 7. I'll always appear calm and in control. 8. I'll feel like I'm being honest and facing the truth about life because people can be very rejecting when someone screws up. | <ol style="list-style-type: none"> 1. I'll feel like I have to be perfect to be loved. 2. I won't be open with other people. 3. I may get defensive whenever someone criticizes me, because I'll feel like I always have to be right. This may trigger more conflict because the other person will get frustrated and feel like I never listen. 4. People won't get to know the real me. 5. I'll feel anxious whenever I'm around other people. 6. I'll keep people at a distance. 7. I won't achieve the kind of intimacy that I want. 8. I may sell people short and make assumptions about them that aren't really true. They may be more accepting than I think. 9. It takes an awful lot of time and energy trying to be so perfect all the time. It's draining. 10. People seem to like me better when I'm more spontaneous and not trying so hard. 11. I may secretly resent the fact that people seem to be judgmental and demanding. |

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ADVANTAGES TOTAL
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ADVANTAGES TOTAL
WEIGHT _____%

Dr. Burns' Cost-Benefit Analysis

Entitlement/Blame: People should be the way I expect them to be.

| Advantages | Disadvantages |
|---|---|
| <ol style="list-style-type: none"> 1. I'll feel morally superior. 2. I can keep people at a distance. I won't have to get close to them. 3. I can blame people for the problem in my relationships with them. 4. I won't have to examine my own role in the problem. 5. This belief protects me from feeling vulnerable. I can fly into a rage instead of feeling hurt or disappointed when things don't go my way. 6. I'll feel convinced that I'm right and other people are wrong. 7. I can have fantasies of revenge and justify aggressive behaviour 8. Anger is empowering and exciting. It gives me a sense of whom I am and what I stand for. 9. I can tell my friends what a jerk and a loser the other person is. 10. I'll stick up for myself I won't let other people push me around. | <ol style="list-style-type: none"> 1. I'll feel angry frustrated, and stressed out most of the time. 2. It will be hard to resolve conflicts and disagreements because I'll always have to be right. This will put the other person on the defensive. 3. My friends may get turned off by my negative attitude and my constant complaints about other people. 4. I'll be in a sour, cynical mood most of the time. 5. I won't feel very joyous or creative. 6. Anger can be draining and exhausting. 7. I'll be frustrated because other people will get stubborn when I start blaming them. They'll insist everything was my fault. 8. I'll have lots of enemies. 9. I may develop health problems like high blood pressure or a heart attack. 10. The fact is the world won't be the way I expect it to be, no matter how angry or demanding I get. |

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WEIGHT _____%

Dr. Burns' Cost-Benefit Analysis

Love Addiction: I can't feel truly happy or fulfilled without love. If I'm rejected or alone, I'm bound to feel worthless and miserable.

| Advantages | Disadvantages |
|------------|---------------|
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Dr. Burns' Cost-Benefit Analysis

Love Addiction: *I can't feel truly happy or fulfilled without love. If I'm rejected or alone, I'm bound to feel worthless and miserable.*

| Advantages | Disadvantages |
|--|--|
| <ol style="list-style-type: none"> 1. When I feel loved, I'll feel great. 2. If I believe that true happiness and self-esteem can come only from someone else's love, I won't have to assume responsibility for my own happiness. 3. Most people agree that you can't feel truly happy or fulfilled without being loved, so my beliefs will be similar to lots of other people's. 4. This belief seems true, so I feel like I'm being honest. 5. I'll be a 'people person' and work hard to get other people to like me. 6. I can blame other people for my unhappiness. 7. I can feel like a victim and pity myself when someone rejects me. 8. This belief will keep me motivated to date and socialize. 9. The fantasy of a prince or princess who will sweep me off my feet and make all my dreams come true feels romantic and exciting. <p><i>Can you add to this list</i></p> | <ol style="list-style-type: none"> 1. I'll feel depressed whenever I'm alone. 2. I may seem needy and push people away. 3. Rejection will be devastating. 4. I'll be overly sensitive to conflicts and disagreements. I'll get defensive, because I'll feel so threatened. My sense of self-esteem will always be on the line. 5. If I believe that self-esteem is based on snagging a partner, I may be trying to get someone else to give me something that I can only give myself. 6. Other people will control my moods and self-esteem. 7. I'll always be in a one-down position, having to chase the other person. This will give them too much power over me, and they lose respect for me. <p><i>Can you add to this list?</i></p> |

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Dr. Burns' Cost-Benefit Analysis

Perfectionism: I should always try to be perfect

| Advantages | Disadvantages |
|------------|---------------|
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Dr. Burns' Cost-Benefit Analysis

Perfectionism: I should always try to be perfect.

| Advantages | Disadvantages |
|--|--|
| <ol style="list-style-type: none"> 1. I'll work hard. 2. When I do great work, I'll feel terrific. 3. I won't settle for mediocrity and end up with a second-rate career. 4. My exceptionally high standards will show that I'm a very special and extremely talented person and that I'm a cut above other people. After all, we wouldn't expect someone who's just average to be perfect! 5. My perfectionism gives me an easy way to measure my self-esteem. 6. Other people will admire me because I'm so hardworking and conscientious. | <ol style="list-style-type: none"> 1. My perfectionism may create lots of stress and worry. 2. When I fail or make a mistake, it will feel devastating. 3. My perfectionism may prevent me from being creative and taking risks, since I'll be afraid of failure. 4. It will be hard to learn from criticism because I'll feel threatened and defensive. My self-esteem will always be on the line. 5. I often do my best work when I'm relaxed and not trying so hard. 6. I may lose sight of the bigger picture because I'll focus too much on all the small details. 7. I don't get along very well with other people when I get perfectionistic and demanding. 8. People seem to like me more when I express an interest in them, not when I'm trying to impress them with my own accomplishments. 9. I may procrastinate because every task will seem overwhelming. 10. I'll never feel as if I've succeeded because I'll never really be perfect at anything. There will always be room for improvement. |

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Other

DISADVANTAGES TOTAL
WEIGHT _____%

Post-Benefit Analysis
people to tell me I am

ADVANTAGES TOTAL
WEIGHT _____%

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| Advantages | Disadvantages |
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DISADVANTAGES TOTAL
WEIGHT _____%

ADVANTAGES TOTAL
WEIGHT _____%

Dr. Burns' Cost-Benefit Analysis

Other Approval: I need other people to tell me I am okay and what I do is okay.

| Advantages | Disadvantages |
|------------|---------------|
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