

### 3 Step Cost / Benefit Analysis for Problem Solving

Jerry Sherk, M.A.

Copyright © 2022

*Keep these three questions in mind when helping mentees to problem solve.*

*This model can also help mentors to assist mentees in choosing appropriate goals. See "B" below.*

1. **What's up? Tell me more.** The more mentees talk about it, the more mentees will understand what's involved, and potential solutions. We want the solutions to come out of their mouth, back into their ears—to have them digest their own ideas.
2. **What have you tried or thought about trying so far?** Again, the goal is to get them talking so that they will come up with their own solutions.
3. **What do you think you might do?**
  - A. For obviously healthy, good solutions, affirm: "Sounds good!"
  - B. For obviously unhealthy solutions, try cost vs. benefits: "I can understand why that might make you feel better in the moment (**BENEFIT**), but what might happen... (**COST**)?"