

Client's Consequential Decision Chart¹

Interests	Consequences to Self	Consequences for Family or Those in Close Circle	Consequences for Colleagues, Organization, or Community	Importance
Short Term economic/financial				
Long Term Economic/Financial				
Robust Relationships				
Emotional Well Being				
Personal, Social, or Political Values				
Other Interests?				

¹ This chart is intended to be generic; it could be altered for each client's circumstances. Or, one could use it and discuss only portions relevant for that client. There is no single "right" way to use it. Generally, people write notes describing or estimating the consequences anticipated in each box. The metrically inclined sometimes use numbers, positive and negative values – dollars and or "utility points." Even if the rest of the chart were filled with text, one could allocate 100 points down the far right column to indicate each interest's weight or importance. Further discussion of conducting a utility analysis can be found in Keeney, Hammond, and Raiffa, *Smart Choices: A Practical Guide to Making Better Decisions* (Crown Business, 2002). Credit for an original version of a "consequences cart" for client counseling is due to Cochran, DiPippa & Peters, *The Counselor-At-Law: A Collaborative Approach to Client Interviewing and Counseling* (Lexis Nexis 1999). This chart is adapted from that and one created by Professor Richard Reuben.