

Pain/Gain Model

Decision Making Worksheet



Explore



Design



Climb

Specify the decision to be made

	Pain	Gain
Current	What is missing today and why is it important?	How do you benefit from the current situation?
Future	What costs have to be paid to make the change?	What are the benefits of the desired change?



Defining Question: If by choosing to go through with the decision, you could keep all the Current Gains without having the Future Pains, would you do it?

If "Yes", work on the Internal and External Blockers keeping you from engaging. If "No", you may not be ready to take on the responsibility.