

Situation analysis (ABC)

To be able to change a behaviour, you need to understand why you do it. Behaviours occur to obtain something or to avoid something.

This analysis method is called ABC and is translated from English. ABC stands for:

A – Activator (trigger)

B – Behaviour

C – Consequence

An ABC analysis examines what activates and triggers a behaviour, the behaviour itself, and what its consequences are in the long and short term.

Example

A – I forgot to call an important client at work and my colleague asks if I had heard from the client. Triggers the thought: "I don't want to appear careless." I feel afraid and anxious about being judged negatively.

B – Lie to the colleague and say that I had called the customer but he didn't answer.

C – Short-term consequence: it felt better in the moment. I didn't feel like my colleague thought I had done a bad job. Long-term consequence: If my colleague talks to the customer, it may be discovered that I had not called as agreed. By lying, I don't learn to own up to my mistakes.

Describe your own situation under each heading.

Activator

Behaviour

Consequence