



Transtheoretical Model of Change – Survey

In our quest to create positive financial behaviors, we have developed a survey to understand your perspective and perceptions about money . Keep in mind that there are no right or wrong answers to the questions, but the answers will help identify your current understanding of change as it pertains to financial education. You'll learn how to interpret the survey results and understand more about your stage of change.

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Instructions

Read each question carefully and answer with your first instinct. For each answer you provide, add up your “points” in the column and then enter them at the bottom of the page. Carry these “per page total points” over to each new page.

Example:

	PC	C	P	A	M	T
1. Can you explain how learning to manage money will benefit you?						
a. Yes			●	●	●	●
b. No	●					
c. Maybe		●	●			
2. On a day-to-day basis, which of the following represents your view of personal finances?						
a. It causes me a lot of anxiety to think about money, so I try not to think about it.	●					
b. It causes me a lot of anxiety to think about money, so I think it is time to do something to improve my financial status.		●				
c. I am ready to change my financial situation because of the anxiety I have felt in the past due to money.			●			
d. I am actively working to improve my personal finances by managing my money wisely on a daily basis.				●		
e. I feel less anxiety because I have developed a plan for spending and money management practices which I try to enforce on a daily basis.					●	
f. I no longer worry about my financial situation because I have developed sustainable habits regarding money management and spending habits.						●
	PC	C	P	A	M	T
Enter Point Totals from this Page	0	0	1	2	1	1

At the end of the survey, you will have a grand total for each column. You may have one “strong” column – that is, one with a far larger number than all the others – which will showcase a clear picture of your current Stage of Change. Alternatively, you may discover that you have a few “mixed results” which show that you are at different levels of change, depending on the context or financial topic at hand. Either way, take a moment to review the overviews and tips for your most prevalent stage(s).

Strategies have been provided to help you gain additional information and understanding in the category or categories where you scored highest.

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	PC	C	P	A	M	T
1. Do you understand how learning to manage money will benefit you?						
a. Yes			•	•	•	•
b. No	•					
c. Maybe		•	•			
2. On a day-to-day basis, which of the following represents your view of personal finances?						
a. It causes me a lot of anxiety to think about money, so I try not to think about it.	•					
b. It causes me a lot of anxiety to think about money, so I think it is time to do something to improve my financial status.		•				
c. I am ready to change my financial situation because of the anxiety I have felt in the past due to money.			•			
d. I am actively working to improve my personal finances by managing my money wisely on a daily basis.				•		
e. I feel less anxiety because I have developed a plan for spending and money management practices which I try to enforce on a daily basis.					•	
f. I no longer worry about my financial situation because I have developed sustainable habits regarding money management and spending habits.						•
	PC	C	P	A	M	T
Enter Point Totals from this Page						

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3. When you imagine your life in ten years, how does it compare financially to your life now?						
a. I'm not financially comfortable now, and I assume it will be the same in the future.	•					
b. I'm not financially comfortable now, but I have hope that things will be better someday.		•				
c. I'm not financially comfortable now, but I have decided to do something about it now so my future will be better.			•			
d. I am actively managing my money and spending wisely now; therefore, I have a positive outlook for the future.				•		
e. I have made well-informed decisions on how to manage my money now and will continue to work hard to maintain a feeling of financial security.					•	
f. I am not worried about the future. I've made good financial decisions and am confident that the future will be financially secure.						•
4. Imagine your friend called and invited you to take over the reservations on a two-week cruise around the Mediterranean. The cruise has been paid for, so it's like a free vacation! The only thing is that you'll have to buy a flight to the departure city in Europe and, of course, you'll have to cover any of your extra expenses (souvenirs, food or drinks not included in the cruise, local transport at ports of call, etc.). Which of the following best represents how you would respond?						
a. Even though I don't have the money right now to afford the expenses for this trip, I could withdraw money from my savings account and have a nice vacation. You only live once!	•					
b. I don't have the money right now and, after all, this is not really a "free" vacation. The flight and other expenses will quickly add up. I'll have to say no.		•	•	•		
c. Part of my money management plan has included setting aside a special account for fun and adventure. I'm doing well financially, I can afford the trip, and I deserve a reward. When do I leave?					•	•
	PC	C	P	A	M	T
Enter Point Totals from this Page						

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5. Think of your favorite hobby – one that can be quite expensive, such as photography, mountain climbing, or golfing. Imagine that you heard that a special piece of equipment you have wanted to purchase for a long time is on sale for 25% off. However, you don't have any extra money for such a purchase. How does this make you feel?						
a. It makes me feel anxious and hopeless. I hate being broke, but I don't know what to do about it.	●	●				
b. It makes me feel unhappy for a while, but makes me realize that I need to learn to spend money more wisely, so I should not buy the equipment.		●	●	●		
c. It makes me feel sad that I can't afford this purchase now, but I'm in a better financial situation and I know one day I'll be able to afford to treat myself – especially when there's a good sale.				●	●	●
6. Identify the statement that best describes your willingness to adopt positive financial behaviors:						
a. Others may think my finances are causing problems, but my finances aren't important enough for me to worry about now.	●					
b. I understand that the way I manage my finances is causing problems, but I'm not ready to make changes.		●				
c. I think I am ready to make changes to improve my finances.			●			
d. I am ready to take action that aligns with my long-term financial goals.				●		
e. I have been maintaining positive financial habits, in alignment with my longer-term goals, for the past several years.					●	●
	PC	C	P	A	M	T
Enter Point Totals from this Page						

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7. I will be able to support myself, and my loved ones, financially if I adopt positive financial habits and behaviors.						
a. Strongly Agree				•	•	•
b. Agree			•	•	•	•
c. Neutral	•	•				
d. Disagree	•	•				
e. Strongly Disagree	•					
8. Rate your level of interest in learning about personal finance topics:						
a. Highly Interested		•	•	•	•	•
b. Somewhat Interested		•	•	•	•	•
c. Neutral	•					
d. Somewhat Disinterested	•					
e. Highly Disinterested	•					
	PC	C	P	A	M	T
Enter Point Totals from this Page						

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9. Which of the follow best describes you?						
a. I don't believe money management lessons will benefit me.	●					
b. I probably would benefit from additional financial knowledge, but it all seems too complex for me to understand.		●				
c. I often think about learning more about personal finance.			●			
d. I am willing to dedicate a minimum of five hours a week to improve my financial knowledge.				●		
	PC	C	P	A	M	T
Enter Point Totals from this Page						

Add up the totals from each column from all previous pages to calculate your grand total scores for each column.

	PC	C	P	A	M	T
Grand Total Points						

Identifying Your Stage of Change

Remember, there are no right or wrong answers to any of the questions above. Your answers simply help you to determine the stage of change regarding your attitude toward finances.

Now that you've tallied your column scores, identify which column (stage of change) best describes you. Keep in mind that you may have more than one column with high scores. That's OK; it just means that you may fit within two stages of change. You're transitioning. That's very common when dealing with something as complex as financial planning.

Consider the strategies recommended for each stage your answers align with to help get the most out of your financial education.

PC: Pre-Contemplation – Individuals in the Pre-Contemplation Stage are at a very early stage of dealing with personal finance knowledge. Some people at this stage claim to have no concern about money, yet they often have anxiety about having enough money to pay bills. They often make unwise spending decisions that only add to the problem. If you fit this category and are taking this course, it's likely that you have realized that you could use advice about money management. This course will help. You'll learn tips and tricks for organizing your spending and improving your money management skills.

You may want to consider the following suggestions that are useful for people in the Pre-Contemplation Stage:

- Do not feel ashamed about lacking financial knowledge. No one is born with money management skills. We all can use guidance.
- Think beyond today and start planning for the future. Don't assume that the values and ideas you have today will be the same ones you'll have in 10 or 20 years.
- Pay attention to the advice given in this course for developing new spending habits.
- It's easy to feel overwhelmed when learning something new. Understand that each component of your financial education contributes to your holistic plan for your personal finance. New knowledge and skills will help to sculpt your "big picture" over time.

C: Contemplation – Individuals at the Contemplation Stage are thinking about their financial future, but have not yet taken direct action. They realize that if they keep doing what they've been doing – at least as far as money management goes – they'll be in deep financial trouble in the future. Their path to a solution is still generally undefined. This stage represents a recognition – and possibly acceptance – of a problem, which is an important step toward solving the problem. If you are at this stage, you are aware that it's up to you to do something, yet you are not sure what to do next.

You may want to consider the following suggestions that are useful for people in the Contemplation Stage:

- Do not feel ashamed about lacking financial knowledge. No one is born with money management skills. We all can use guidance.
- It's easy to feel overwhelmed when learning something new. Understand that each component of your financial education contributes to your holistic plan for your personal finance. New knowledge and skills will help to sculpt your "big picture" over time.
- Don't lose sight of the feelings that drove you to contemplate learning more about personal finance. Recognize your feelings and acknowledge them. Putting a name to your feelings will help you to move forward. Remember these feelings and harness them to stay motivated toward your pursuit of knowledge.
- Remain focused and don't be surprised if you slip into bad spending behaviors during this stage. Just re-group and put into practice the tips you'll learn from this course.

P: Preparation – Individuals at the Preparation Stage are already in a phase of planning their financial futures. Sometimes this stage can last a long time – even years. However, reaching this stage means you've come to the decision that it's up to you to make changes in your spending habits and money management. You know that you must plan now for a healthy financial future. The advice you learn in this course will prove to have immeasurable benefit for shaping your plans and guiding your actions. You may want to consider the following suggestions that are useful for people in the Preparation Stage:

- Don't let procrastination delay you. You've gone through a stage of contemplating the future and are ready to map out a plan. There's no time like the present for change and movement forward.
- Remain focused and don't be surprised if you slip into bad spending behaviors during this stage. Just re-group and put into practice the tips you'll learn from this course.
- It's easy to feel overwhelmed when learning something new. Understand that each component of your financial education contributes to your holistic plan for your personal finance. New knowledge and skills will help to sculpt your "big picture" over time.
- Make lists, assess goals, and develop strategies for saving money and spending wisely.



A: Action – Individuals at the Action Stage are already doing something to secure their financial futures. They have successfully passed through the Preparation Stage and are now actively carrying out smart and effective ways to manage money. If you are at this stage, you'll learn many tips and ideas from this course about shaping your spending habits and planning for the future. You may want to consider the following suggestions that are useful for people in the Action Stage:

- In your Preparation Stage, you made systematic lists and strategized your money management plan. Now, map out a grand plan of action and put the plan into practice.
- Remember to prioritize and map out your goals. This process will help you stay on track.
- It's easy to feel overwhelmed when learning something new. Understand that each component of your financial education contributes to your holistic plan for your personal finance. New knowledge and skills will help to sculpt your “big picture” over time.
- Remain focused and don't be surprised if you slip into bad spending behaviors during this stage. Just re-group and put into practice the tips you'll learn from this course.

M: Maintenance – Individuals at the Maintenance Stage have already seen positive results from their money management and spending strategies during the Action Stage. Celebrate the victories of small steps and achievements. You have taken consistent action to work toward clear financial goals. You may want to consider the following suggestions that are useful for people in the Maintenance Stage:

- Don't get overconfident. You can easily slip up and revert to an earlier stage of change.
- Remember to accept the fact that financial issues can happen at any point, and you will probably experience problems over time.
- Staying committed to working toward your goals will help you mentally get past any financial setbacks faster.
- Remain focused and don't be surprised if you slip into bad spending behaviors during this stage. Just re-group and put into practice the tips you'll learn from this course.



T: Termination – Individuals at the Termination Stage have successfully adopted positive money management habits that have now become a routine part of their lives. They may not have achieved total financial health, but they're on the path to becoming financially secure. At this stage, these individuals have security, confidence, and an internal knowledge that they're okay financially. If you are in this stage, congratulations! Even though you've achieved this stage, you will still learn many helpful tips in this course. You may want to consider the following suggestions that are useful for people in the Termination Stage:

- Don't get overconfident. You can easily slip up and revert to an earlier stage of change. Keep your eye on the future.
- Remember to accept the fact that financial issues can happen at any point, and you will likely experience unexpected financial problems at some point along the way. Plan accordingly.
- Just as you'll learn from this course, you can also learn from yourself! Take note of the strategies you put into place in the Action and Maintenance Stages and assess which ones worked and which ones did not. Make adjustments as needed.
- Remain focused and don't be surprised if you slip into bad spending behaviors during this stage. Just re-group and put into practice the tips you'll learn from this course.

