



## Evaluating Behavior

**Some behavior change may involve a series of steps. Any suggestions for taking this into consideration in evaluating change?**

Designating a series of steps prior to a behavior change in an evaluation can increase the validity of your data and provide you with useful data for future teaching and accountability.

For instance, a seemingly straight forward behavior like 'writing a will' necessitates reading, gathering documents, or consulting with a lawyer, financial advisor, friends or family, and thinking about alternative strategies.

As an instructor, you may have given program participants guidance in dealing with each step and thus it is important to know which steps they accomplished and which they did not. But even if you have not discussed the preliminary steps, finding out where participants got 'stuck' can help you alter your teaching emphasis the next time you do the program.

There are a variety of approaches you can use to gather the information you require. A recent evaluation in a management program included several preliminary steps for a group of behaviors and they are illustrated in the question below.

*Since the beginning of the program, to what extent have you been able to do each of the following? (circle all that apply)*

*Write a mission  
statement  
for farm operation*

**THOUGHT ABOUT  
OR DISCUSSED**

**STARTED  
WRITING**

**COMPLETED  
WRITING**

**NOT YET  
STARTED**

**DID BEFORE  
PROGRAM**

*Set SMART  
goals*

**THOUGHT ABOUT  
OR DISCUSSED**

**STARTED  
WRITING**

**COMPLETED  
WRITING**

**NOT YET  
STARTED**

**DID BEFORE  
PROGRAM**

*Develop tactical  
plans*

**THOUGHT ABOUT  
OR DISCUSSED**

**STARTED  
WRITING**

**COMPLETED  
WRITING**

**NOT YET  
STARTED**

**DID BEFORE  
PROGRAM**

Giving program participants an opportunity to tell you the degree to which they have achieved a recommended behavior change is important in collecting and interpreting data.

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