

Changing Physician Behavior: Four Tools for "Mission Impossible"





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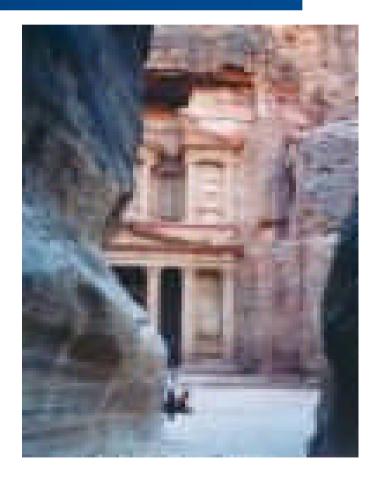


Private Sector Project for Women's Health (PSP)

Hashemite Kingdom of Jordan



- **Capital: Amman**
- Language: Arabic
- Area total 45,495 sq mi
- Population: 6.1million
- GNI per capita \$5,530
- Literacy 91.1%
- TFR 3.6
- Modern CPR 42%





Project Objectives

2005 - 2012

- 1. Increase demand for and use of modern contraception and related women's health services
- 2. Improve private sector service quality and access
- 3. Increase early detection of breast cancer
- 4. Address violence against women



Improving Private Physicians' Services

- I. Training: in-class and clinical skills workshops
- **III. Quality Assurance Program**
- III. Evidence-Based Medicine Approach & Detailing
- **IV. Policy Changes for CME**





Research Findings on Medical Education

"The most effective educational methods were the *most interactive*. Combined didactic presentations and ("hands on") workshops were more effective than traditional didactic presentations alone. Medical education was more effective when more than 1 intervention occurred...Targeted education should focus on changing a behavior that is simple, because effect size is inversely proportional to the complexity of the behavior. "

Source: Cochrane Review of 32 trials and 3000 health professionals.

Adapted from lecture by Dr. Fred Tudiver, International Center for Evidence-Based Medicine



I. CME Voluntary In-class Training for GP's

- Training topics*:
 - Basic contraceptive technology
 - Advanced contraceptive technology
 - Hypertensive disorder with pregnancy
 - Bleeding during pregnancy
 - Diabetes mellitus with pregnancy
 - Abnormal uterine bleeding
 - Cervical cancer
 - Violence against women



* To date PSP provides 22 topics



Clinical Skills Improvement

Training Topic	Actual Project Cumulative	End of Project Target
Clinical breast exam	279	379
IUD insertion (female MDs)	97	148
Ultrasound (female MDs)	208	258
Pap smear (female MDs)	176	226





II. QA and Certification Program

- PSP with Jordan Medical Council developed Quality Assurance (QA) and Certification Program
- Clinical guidelines meeting international standards for:
 - > Family Planning (FP)
 - > FP for Specific Medical and Personal Conditions
 - > Breast Cancer Clinical Exam
 - Reproductive Tract Infections and Sexually Transmitted Infections (RTI/STI)
- Participating physicians are mainly female General Practitioners, Family Doctors and OB/Gyn specialists



Steps in Certification Process

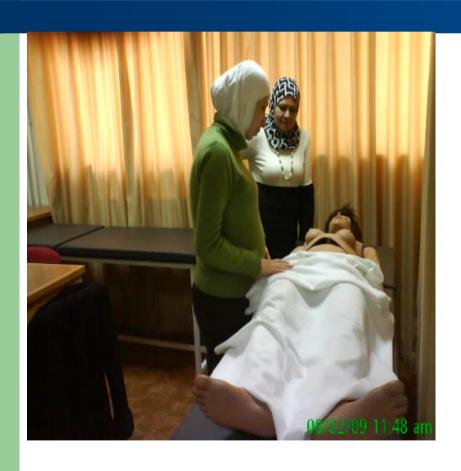
- Step 1: Orientation in guidelines and standards expected
- Step 2: Assessment of physicians and facilities using
 - a. Post test
 - b. Self assessment questionnaire
 - c. Facility checklist
 - d. Standardized patients
 - e. Models



Step 3: Recognition and reward



Clinical Skills Assessment

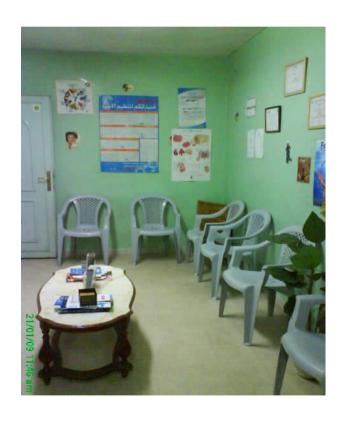






Results of Qualitative Evaluation - 2009

- Participating MDs provide essential RH/FP services to poor, vulnerable & underserved populations
- 2. MDs are highly positive about the impact the QA program has had on improving the quality of care of their services
- 3. Routinely follow the protocols developed by PSP
- 4. Have access to important new clinical information and resources materials
- 5. Helped reduce their professional isolation





Mystery Client Study 2009

- Assessment of provider counseling and clinic resources
- Key findings:
 - 93% counseled patient in private area
 - 97% addressed rumors or misconceptions regarding FP methods
 - 83% had cover for examination bed
 - 100% had capacity for patients and staff to wash hands
- Areas for improvement:
 - 30% did not ask patient to describe her reproductive plans
 - 1 MD recommended that no method be used despite woman's wish to delay next pregnancy
 - COC was recommended to mystery client who had medical contraindications (age, smoking, migraine with aura)



What Else Do We Know About Physicians' Learning?

- Life-Long Learning
 - Strongest predictor of clinical knowledge is clinician's year of graduation

Evans et al. JAMA 1984; 255: 501-4

 Knowledge scores remained constant for those trained in lifelong learning (Evidence Based Medicine style) but declined in those not EBM trained

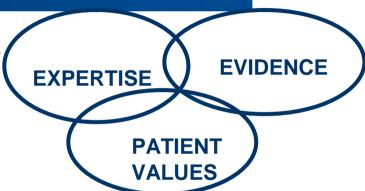
Shin et al. CMAJ 1993; 148: 969-76

Adapted from F. Tudiver talk



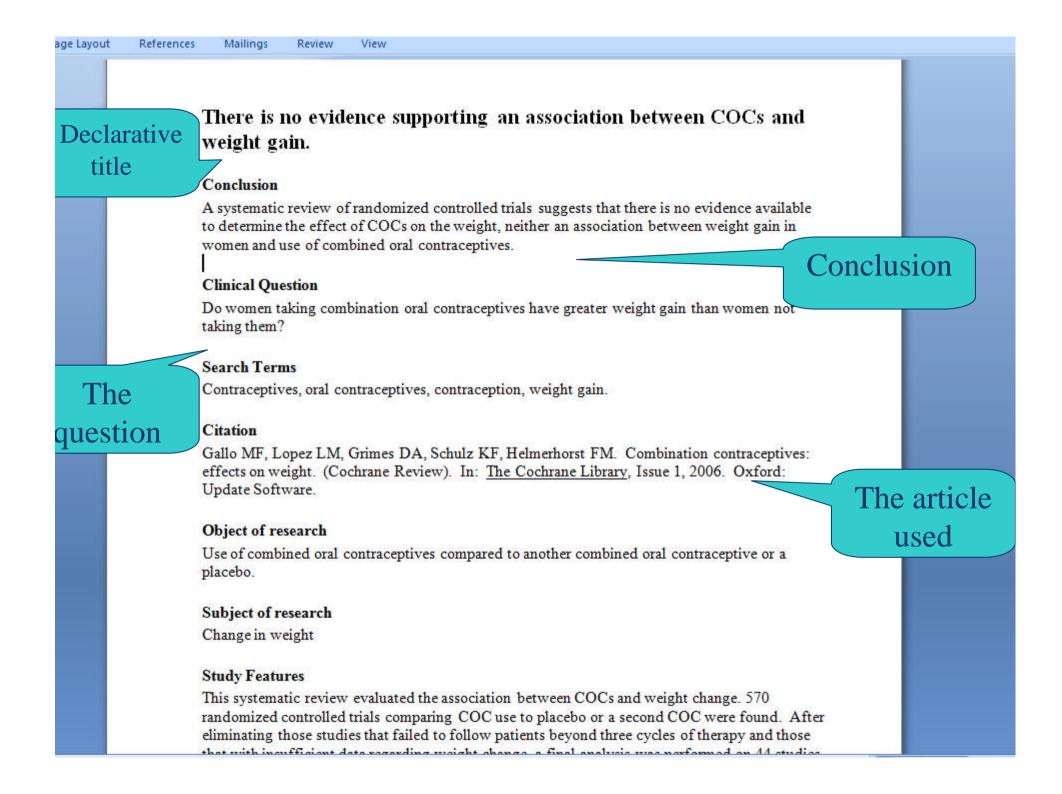
III. Evidence Based Medicine

 EBM is the integration of the best research evidence with clinical expertise and patient values.



- EBM changes the paradigm from expert opinion to evidence
- Critically Appraised Topics (CAT)
 - Developed by doctors at Oxford University
 - Standardized brief summary of the evidence
 - Useful product for promoting FP
 - Can discuss benefits, myths, safety of FP





The

Evidence

- association between combination oral contraceptives or a combination skin patch and weight gain.
- Most comparisons of different combination oral contraceptives showed no substantial difference in weight gain.
- Though most studies show no substantial difference in weight gain, in a study involving drospirenone and desogestrel, there was a significant difference between the two groups.

(Comment: This difference may be due to drospirenone's action in reducing fluid retention.) However, the majority of women in both groups stayed within 2 kg of their baseline weight.

Synchronizing Messages through the EBM Program

- With Bayer Schering Pharma formed cost sharing partnership to increase use of hormonal contraceptive methods
- Speakers were trained to use EBM approach in interactive roundtable seminars for GPs and Specialists; first focus- COCs
- Trained medical representatives reinforce messages using CATs in their detailing visits to doctors
- Synergized COCs messages through outreach to women's homes, mass media and print



CATs Topics-COC

Benefits:

- 1. Acne
- 2. Benign breast masses
- 3. Ovarian cancer
- 4. Premenstrual Syndrome

Myths:

- 1. Breast cancer
- 2. Weight gain
- 3. Infertility



IV. Continuing Medical Education

From Voluntary to Mandatory – the Bridge to Quality

- Desired result of CME: a progressive change in practice behavior, attitudes, and development of skills and competencies to reflect new medical knowledge
- Accreditation Council for CME (ACCME):
 "Highest level of evidence shows CME effective.....
 connects current practice to best practice"
- Formalizing a CME system in Jordan:
 - Benchmarking to international standards
 - Legal mandate for all practicing physicians
 - Standards and guidelines to accredit CME institutions and courses
 - Formal tracking system for physicians' CME credit



Comprehensive approach

- Increasing quality of services important to increasing health care utilization
- Educating providers is not sufficient: BCC helps to increase demand and promote healthy lifestyle choices
- Community outreach workers conduct home visits to discuss women's health and provide free vouchers and referrals
- FP/RH integrated with early detection of breast cancer and addressing domestic violence against women





Outreach to homes & referral



Early detection of breast cancer



Domestic violence: advocacy, detection & referral



Questions?

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