



ABPI: Clinicians' perceptions of NICE

METHODOLOGY NOTE

ComRes interviewed 250 healthcare professionals in England online in the top 10 specialties in which NICE made the largest number of decisions between 2009 and 2012 between the 21st July and 11th August 2014. ComRes is a member of the British Polling Council and abides by its rules.

All press releases or other publications must be checked with ComRes before use. ComRes requires 48 hours to check a press release unless otherwise agreed.

To commission a voting intention poll or a public opinion survey please contact Katharine Peacock: katharine.peacock@comres.co.uk

To register for Pollwatch, a monthly newsletter update on the polls, please email: pollwatch@comres.co.uk

Treatment Approval Study
Online Fieldwork: 21-Jul-2014 - 12-Aug-2014

Q1. Some treatments or medicines require negotiations with or persuasions of others to approve the use of that particular treatment or medicine. Thinking about the range of patients that you encounter in your day-to-day work, please estimate the proportion that, to treat effectively with the best treatment or medicine for them, requires you to negotiate with or persuade others to approve the use of that treatment or medicine.

Base: ALL

		S1. Region											S2. Role				S4. Type of care	
		TOTAL	South East	South West	South Central	London	East Midlands	West Midlands	East of England	North East	North West	Yorkshire & Humberside	GP	Hospital Doctor	Nurse	Pharmacist	Primary care	Secondary care
		(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(A)	(B)	(C)	(D)	(A)	(B)
None	Count	26	3	5	1	6	1	-	4	1	2	3	7	8	5	6	15	11
	%	10%	12%	29%	6%	10%	6%	-	17%	14%	6%	10%	17%	8%	7%	15%	13%	8%
More than none but less than 25%	Count	132	9	10	11	34	8	13	14	4	17	12	17	64	33	18	55	77
	%	53%	36%	59%	65%	59%	50%	59%	58%	57%	49%	41%	40%	66% (A)	47%	44%	46%	59% (A)
Between 26% and 50%	Count	53	7	-	2	9	4	5	3	1	12	10	10	16	18	9	26	27
	%	21%	28%	-	12%	16%	25%	23%	13%	14%	34%	34%	24%	16%	26%	22%	22%	21%
Between 51% and 75%	Count	16	2	-	2	4	1	2	1	-	3	1	4	5	5	2	10	6
	%	6%	8%	-	12%	7%	6%	9%	4%	-	9%	3%	10%	5%	7%	5%	8%	5%
More than 75%	Count	13	2	-	1	4	1	-	2	1	-	2	2	3	5	3	8	5
	%	5%	8%	-	6%	7%	6%	-	8%	14%	-	7%	5%	3%	7%	7%	7%	4%
Don't know	Count	10	2	2	-	1	1	2	-	-	1	1	2	1	4	3	6	4
	%	4%	8%	12%	-	2%	6%	9%	-	-	3%	3%	5%	1%	6%	7%	5%	3%
Total	Count	250	25	17	17	58	16	22	24	7	35	29	42	97	70	41	120	130

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Q1. Some treatments or medicines require negotiations with or persuasions of others to approve the use of that particular treatment or medicine. Thinking about the range of patients that you encounter in your day-to-day work, please estimate the proportion that, to treat effectively with the best treatment or medicine for them, requires you to negotiate with or persuade others to approve the use of that treatment or medicine.

Base: ALL

		S3. Specialty											Q1. Proportion of negotiations and persuasions						Q6NET. Preliminary recommendation		
		TOTAL	Oncology	Haematology	CNS (Cognitive Neuroscience)	Gastroenterology	Respiratory	Immunology	Diabetes	Cardiovascular	Sense organs / ENT	Anti-infectives / Infectious diseases	None	More than none but less than 25%	Between 26% and 50%	Between 51% and 75%	More than 75%	Don't know	Agree (code a and b)	Disagree (code c and d)	Not included in NET
		(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(A)	(B)	(C)	(D)	(E)	(F)	(A)	(B)	(C)
None	Count	26	1	3	-	4	4	1	7	2	1	3	26	-	-	-	-	21	5	-	
	%	10%	4%	12%	-	17%	11%	9%	19%	5%	6%	13%	100%	-	-	-	-	10%	17%	-	
More than none but less than 25%	Count	132	12	15	11	14	16	6	15	22	11	10	-	132	-	-	-	115	15	2	
	%	53%	46%	60%	73%	58%	46%	55%	42%	59%	61%	43%	-	100%	-	-	-	55%	52%	20%	
Between 26% and 50%	Count	53	9	4	2	4	8	2	9	8	2	5	-	-	53	-	-	48	2	3	
	%	21%	35%	16%	13%	17%	23%	18%	25%	22%	11%	22%	-	-	100%	-	-	23%	7%	30%	
Between 51% and 75%	Count	16	1	1	1	1	2	1	3	2	2	2	-	-	-	16	-	12	2	2	
	%	6%	4%	4%	7%	4%	6%	9%	8%	5%	11%	9%	-	-	-	100%	-	6%	7%	20%	
More than 75%	Count	13	1	1	1	-	2	1	1	2	1	3	-	-	-	-	13	8	3	2	
	%	5%	4%	4%	7%	-	6%	9%	3%	5%	6%	13%	-	-	-	100%	-	4%	10%	20% (A)	
Don't know	Count	10	2	1	-	1	3	-	1	1	1	-	-	-	-	-	10	7	2	1	
	%	4%	8%	4%	-	4%	9%	-	3%	3%	6%	-	-	-	-	-	100%	3%	7%	10%	
Total	Count	250	26	25	15	24	35	11	36	37	18	23	26	132	53	16	13	10	211	29	10

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Q1NET. Some treatments or medicines require negotiations with or persuasions of others to approve the use of that particular treatment or medicine. Thinking about the range of patients that you encounter in your day-to-day work, please estimate the proportion that, to treat effectively with the best treatment or medicine for them, requires you to negotiate with or persuade others to approve the use of that treatment or medicine.

Base: ALL

		S1. Region											S2. Role				S4. Type of care	
		TOTAL	South East	South West	South Central	London	East Midlands	West Midlands	East of England	North East	North West	Yorkshire & Humberside	GP	Hospital Doctor	Nurse	Pharmacist	Primary care	Secondary care
		(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(A)	(B)	(C)	(D)	(A)	(B)
Less than 25% (all who code a or b at Q1)	Count	158	12	15	12	40	9	13	18	5	19	15	24	72	38	24	70	88
	%	63%	48%	88%	71%	69%	56%	59%	75%	71%	54%	52%	57%	74% (C)	54%	59%	58%	68%
Up to 50% (all who code b or c at Q1)	Count	185	16	10	13	43	12	18	17	5	29	22	27	80	51	27	81	104
	%	74%	64%	59%	76%	74%	75%	82%	71%	71%	83%	76%	64%	82%	73%	66%	68%	80% (A)
More than 50% (all who code d or e at Q1)	Count	29	4	-	3	8	2	2	3	1	3	3	6	8	10	5	18	11
	%	12%	16%	-	18%	14%	13%	9%	13%	14%	9%	10%	14%	8%	14%	12%	15%	8%
All those who spend additional time (codes b,c,d, and e)	Count	214	20	10	16	51	14	20	20	6	32	25	33	88	61	32	99	115
	%	86%	80%	59%	94%	88%	88%	91%	83%	86%	91%	86%	79%	91%	87%	78%	83%	88%
Not included in NET	Count	10	2	2	-	1	1	2	-	-	1	1	2	1	4	3	6	4
	%	4%	8%	12%	-	2%	6%	9%	-	-	3%	3%	5%	1%	6%	7%	5%	3%
Total	Count	250	25	17	17	58	16	22	24	7	35	29	42	97	70	41	120	130

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Base: ALL

		S3. Specialty											Q1. Proportion of negotiations and persuasions						Q6NET. Preliminary recommendation		
		TOTAL	Oncology	Haematology	CNS (Cognitive Neuroscience)	Gastroenterology	Respiratory	Immunology	Diabetes	Cardiovascular	Sense organs / ENT	Anti-infectives / Infectious diseases	None	More than none but less than 25%	Between 26% and 50%	Between 51% and 75%	More than 75%	Don't know	Agree (code a and b)	Disagree (code c and d)	Not included in NET
		(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(A)	(B)	(C)	(D)	(E)	(F)	(A)	(B)	(C)
Less than 25% (all who code a or b at Q1)	Count	158	13	18	11	18	20	7	22	24	12	13	26	132	-	-	-	-	136	20	2
	%	63%	50%	72%	73%	75%	57%	64%	61%	65%	67%	57%	100%	100%	-	-	-	-	64% (C)	69% (C)	20%
Up to 50% (all who code b or c at Q1)	Count	185	21	19	13	18	24	8	24	30	13	15	-	132	53	-	-	-	163	17	5
	%	74%	81%	76%	87%	75%	69%	73%	67%	81%	72%	65%	-	100%	100%	-	-	-	77%	59%	50%
More than 50% (all who code d or e at Q1)	Count	29	2	2	2	1	4	2	4	4	3	5	-	-	-	16	13	-	20	5	4
	%	12%	8%	8%	13%	4%	11%	18%	11%	11%	17%	22%	-	-	-	100%	100%	-	9%	17%	40% (A)
All those who spend additional time (codes b,c,d, and e)	Count	214	23	21	15	19	28	10	28	34	16	20	-	132	53	16	13	-	183	22	9
	%	86%	88%	84%	100%	79%	80%	91%	78%	92%	89%	87%	-	1	1	100%	100%	-	87%	76%	90%
Not included in NET	Count	10	2	1	-	1	3	-	1	1	1	-	-	-	-	-	-	10	7	2	1
	%	4%	8%	4%	-	4%	9%	-	3%	3%	6%	-	-	-	-	-	-	100%	3%	7%	10%
Total	Count	250	26	25	15	24	35	11	36	37	18	23	26	132	53	16	13	10	211	29	10

Treatment Approval Study
Online Fieldwork: 21-Jul-2014 - 12-Aug-2014

Q2. You have said that you have to negotiate with or persuade others to approve the use of a particular treatment or medicine to provide the best treatment for a proportion of patients that you see in your day-to-day work. In what types of situations do you typically find yourself carrying out these negotiations?

Base: All who code B – E at Q1

		S1. Region											S2. Role				S4. Type of care	
		TOTAL	South East	South West	South Central	London	East Midlands	West Midlands	East of England	North East	North West	Yorkshire & Humberside	GP	Hospital Doctor	Nurse	Pharmacist	Primary care	Secondary care
		(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(A)	(B)	(C)	(D)	(A)	(B)
Costly treatment	Count	33	5	1	3	5	1	2	2	-	7	7	7	16	8	2	13	20
	%	15%	25%	10%	19%	10%	7%	10%	10%	-	22%	28%	21%	18%	13%	6%	13%	17%
Negotiation / discussion with other HCPs	Count	32	4	1	4	8	1	3	1	1	6	3	4	10	10	8	16	16
	%	15%	20%	10%	25%	16%	7%	15%	5%	17%	19%	12%	12%	11%	16%	25%	16%	14%
Drugs not available on formulary	Count	21	-	-	5	6	1	2	1	-	2	4	5	12	2	2	7	14
	%	10%	-	-	31%	12%	7%	10%	5%	-	6%	16%	15%	14%	3%	6%	7%	12%
In special / rare patient conditions	Count	10	1	1	-	3	-	1	1	1	1	1	1	8	1	-	3	7
	%	5%	5%	10%	-	6%	-	5%	5%	17%	3%	4%	3%	9%	2%	-	3%	6%
Side effects	Count	6	-	-	-	1	1	1	2	-	1	-	2	1	1	2	4	2
	%	3%	-	-	-	2%	7%	5%	10%	-	3%	-	6%	1%	2%	6%	4%	2%
Not recommended by NICE guidelines	Count	14	1	1	-	5	-	2	2	-	1	2	-	10	4	-	1	13
	%	7%	5%	10%	-	10%	-	10%	10%	-	3%	8%	-	11%	7%	-	1%	11% (A)
New treatments	Count	23	4	1	1	6	1	-	3	-	5	2	3	10	8	2	7	16
	%	11%	20%	10%	6%	12%	7%	-	15%	-	16%	8%	9%	11%	13%	6%	7%	14%
Applying for drugs on therapy-specific funds	Count	19	1	2	2	4	1	1	1	3	2	2	-	13	3	3	3	16
	%	9%	5%	20%	13%	8%	7%	5%	5%	50%	6%	8%	-	15%	5%	9%	3%	14% (A)
Availability	Count	2	-	-	-	1	-	-	-	-	-	1	1	-	1	-	1	1
	%	1%	-	-	-	2%	-	-	-	-	-	4%	3%	-	2%	-	1%	1%
Change in guidelines	Count	3	-	-	-	2	-	-	1	-	-	-	-	1	1	1	1	2
	%	1%	-	-	-	4%	-	-	5%	-	-	-	-	1%	2%	3%	1%	2%
Off-license prescription	Count	17	-	1	1	4	1	1	3	1	2	3	1	11	3	2	5	12
	%	8%	-	10%	6%	8%	7%	5%	15%	17%	6%	12%	3%	13%	5%	6%	5%	10%
Patient demand / influence	Count	34	3	-	2	7	4	3	5	-	6	4	7	6	10	11	23	11
	%	16%	15%	-	13%	14%	29%	15%	25%	-	19%	16%	21%	7%	16%	34% (B)	23% (B)	10%
Other	Count	43	5	5	2	8	3	5	3	1	8	3	6	14	18	5	20	23
	%	20%	25%	50%	13%	16%	21%	25%	15%	17%	25%	12%	18%	16%	30%	16%	20%	20%
Not stated	Count	8	2	-	-	3	1	-	1	-	-	1	1	3	1	3	6	2
	%	4%	10%	-	-	6%	7%	-	5%	-	-	4%	3%	3%	2%	9%	6%	2%
Total	Count	214	20	10	16	51	14	20	20	6	32	25	33	88	61	32	99	115

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Base: All who code B – E at Q1

		S3. Specialty											Q1. Proportion of negotiations and persuasions						Q6NET. Preliminary recommendation		
		TOTAL	Oncology	Haematology	CNS (Cognitive Neuroscience)	Gastroenterology	Respiratory	Immunology	Diabetes	Cardiovascular	Sense organs / ENT	Anti-infectives / Infectious diseases	None	More than none but less than 25%	Between 26% and 50%	Between 51% and 75%	More than 75%	Don't know	Agree (code a and b)	Disagree (code c and d)	Not included in NET
		(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(A)	(B)	(C)	(D)	(E)	(F)	(A)	(B)	(C)
Costly treatment	Count	33	1	3	4	2	3	2	8	6	1	3	-	25	6	2	-	-	27	5	1
	%	15%	4%	14%	27%	11%	11%	20%	29%	18%	6%	15%	-	19%	11%	13%	-	-	15%	23%	11%
Negotiation / discussion with other HCPs	Count	32	4	3	2	2	5	1	4	6	3	2	-	21	7	2	2	-	28	3	1
	%	15%	17%	14%	13%	11%	18%	10%	14%	18%	19%	10%	-	16%	13%	13%	15%	-	15%	14%	11%
Drugs not available on formulary	Count	21	3	2	3	1	4	-	1	3	2	2	-	18	2	1	-	-	19	2	-
	%	10%	13%	10%	20%	5%	14%	-	4%	9%	13%	10%	-	14%	4%	6%	-	-	10%	9%	-
In special / rare patient conditions	Count	10	-	3	-	1	-	3	-	1	1	1	-	5	3	1	1	-	8	1	1
	%	5%	-	14%	-	5%	-	30%	-	3%	6%	5%	-	4%	6%	6%	8%	-	4%	5%	11%
Side effects	Count	6	2	-	-	-	-	-	2	2	-	-	-	3	3	-	-	-	6	-	-
	%	3%	9%	-	-	-	-	-	7%	6%	-	-	-	2%	6%	-	-	-	3%	-	-
Not recommended by NICE guidelines	Count	14	-	3	2	4	-	1	-	2	1	1	-	11	2	-	1	-	11	3	-
	%	7%	-	14%	13%	21%	-	10%	-	6%	6%	5%	-	8%	4%	-	8%	-	6%	14%	-
New treatments	Count	23	2	3	2	2	3	1	3	5	1	1	-	15	6	1	1	-	21	1	1
	%	11%	9%	14%	13%	11%	11%	10%	11%	15%	6%	5%	-	11%	11%	6%	8%	-	11%	5%	11%
Applying for drugs on therapy-specific funds	Count	19	3	4	1	2	2	1	1	2	1	2	-	10	5	1	3	-	17	2	-
	%	9%	13%	19%	7%	11%	7%	10%	4%	6%	6%	10%	-	8%	9%	6%	23%	-	9%	9%	-
Availability	Count	2	1	-	-	-	-	-	1	-	-	-	-	1	1	-	-	-	2	-	-
	%	1%	4%	-	-	-	-	-	4%	-	-	-	-	1%	2%	-	-	-	1%	-	-
Change in guidelines	Count	3	-	1	-	-	-	-	-	-	-	2	-	1	2	-	-	-	2	-	1
	%	1%	-	5%	-	-	-	-	-	-	-	10%	-	1%	4%	-	-	-	1%	-	11% (A)
Off-license prescription	Count	17	1	2	3	-	1	3	1	2	2	2	-	10	5	-	2	-	14	1	2
	%	8%	4%	10%	20%	-	4%	30%	4%	6%	13%	10%	-	8%	9%	-	15%	-	8%	5%	22%
Patient demand / influence	Count	34	3	1	2	3	5	1	7	5	2	5	-	18	10	2	4	-	29	5	-
	%	16%	13%	5%	13%	16%	18%	10%	25%	15%	13%	25%	-	14%	19%	13%	31%	-	16%	23%	-
Other	Count	43	5	3	3	5	4	2	4	10	5	2	-	25	13	4	1	-	35	5	3
	%	20%	22%	14%	20%	26%	14%	20%	14%	29%	31%	10%	-	19%	25%	25%	8%	-	19%	23%	33%
Not stated	Count	8	2	-	-	-	2	-	2	1	-	1	-	3	1	2	2	-	7	1	-
	%	4%	9%	-	-	-	7%	-	7%	3%	-	5%	-	2%	2%	13%	15%	-	4%	5%	-
Total	Count	214	23	21	15	19	28	10	28	34	16	20	-	132	53	16	13	-	183	22	9

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Q3. When you carry out these negotiations, what do they entail?

Base: All who code B – E at Q1

		S1. Region											S2. Role				S4. Type of care	
		TOTAL	South East	South West	South Central	London	East Midlands	West Midlands	East of England	North East	North West	Yorkshire & Humberside	GP	Hospital Doctor	Nurse	Pharmacist	Primary care	Secondary care
		(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(A)	(B)	(C)	(D)	(A)	(B)
Discussion with the patient / carer	Count	37	5	1	1	5	3	4	7	1	6	4	6	4	18	9	27	10
	%	17%	25%	10%	6%	10%	21%	20%	35%	17%	19%	16%	18%	5%	30% (B)	28% (B)	27% (B)	9%
Getting professional help / support from other colleagues	Count	5	-	-	-	3	-	1	-	-	-	1	-	2	2	1	3	2
	%	2%	-	-	-	6%	-	5%	-	-	-	4%	-	2%	3%	3%	3%	2%
Considering alternative options	Count	3	1	-	-	-	1	1	-	-	-	-	-	-	-	3	3	-
	%	1%	5%	-	-	-	7%	5%	-	-	-	-	-	-	-	9%	3%	-
Cost benefit analysis	Count	6	1	-	-	-	1	1	1	-	2	-	3	-	1	2	6	-
	%	3%	5%	-	-	-	7%	5%	5%	-	6%	-	9%	-	2%	6%	6%	-
Patient history	Count	7	1	-	1	2	1	-	-	-	1	1	-	4	3	-	-	7
	%	3%	5%	-	6%	4%	7%	-	-	-	3%	4%	-	5%	5%	-	-	6%
Medicine use review / education	Count	4	-	-	1	1	-	-	-	1	1	-	2	-	1	1	4	-
	%	2%	-	-	6%	2%	-	-	-	17%	3%	-	6%	-	2%	3%	4%	-
Expected outcomes & risks	Count	1	-	-	-	-	-	-	-	-	-	1	-	1	-	-	-	1
	%	0%	-	-	-	-	-	-	-	-	-	4%	-	1%	-	-	-	1%
Extra work	Count	5	-	-	-	1	-	-	1	1	1	1	-	3	1	1	1	4
	%	2%	-	-	-	2%	-	-	5%	17%	3%	4%	-	3%	2%	3%	1%	3%
Present the case	Count	10	1	-	1	3	-	-	2	-	1	2	-	8	2	-	1	9
	%	5%	5%	-	6%	6%	-	-	10%	-	3%	8%	-	9%	3%	-	1%	8% (A)
Balancing patient needs with guidelines	Count	1	-	-	1	-	-	-	-	-	-	-	1	-	-	-	1	-
	%	0%	-	-	6%	-	-	-	-	-	-	-	3%	-	-	-	1%	-
Overriding guidelines	Count	3	-	-	-	1	-	-	-	-	2	-	2	-	-	1	3	-
	%	1%	-	-	-	2%	-	-	-	-	6%	-	6%	-	-	3%	3%	-
Making an application / obtaining approval through commissioners /	Count	32	1	4	5	5	1	4	2	1	5	4	5	20	6	1	8	24
	%	15%	5%	40%	31%	10%	7%	20%	10%	17%	16%	16%	15%	23%	10%	3%	8%	21% (A)

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Q3. When you carry out these negotiations, what do they entail?

Base: All who code B – E at Q1

		S3. Specialty											Q1. Proportion of negotiations and persuasions						Q6NET. Preliminary recommendation		
		TOTAL	Oncology	Haematology	CNS (Cognitive Neuroscience)	Gastroenterology	Respiratory	Immunology	Diabetes	Cardiovascular	Sense organs / ENT	Anti-infectives / Infectious diseases	None	More than none but less than 25%	Between 26% and 50%	Between 51% and 75%	More than 75%	Don't know	Agree (code a and b)	Disagree (code c and d)	Not included in NET
		(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(A)	(B)	(C)	(D)	(E)	(F)	(A)	(B)	(C)
Discussion with the patient / carer	Count	37	6	1	4	1	7	-	6	7	3	2	-	19	13	1	4	-	33	4	-
	%	17%	26%	5%	27%	5%	25%	-	21%	21%	19%	10%	-	14%	25%	6%	31%	-	18%	18%	-
Getting professional help / support from other colleagues	Count	5	-	-	1	-	-	1	-	1	-	2	-	2	1	-	2	-	3	2	-
	%	2%	-	-	7%	-	-	10%	-	3%	-	10%	-	2%	2%	-	15% (B)	-	2%	9% (A)	-
Considering alternative options	Count	3	-	-	-	-	1	-	1	1	-	-	-	2	1	-	-	-	3	-	-
	%	1%	-	-	-	-	4%	-	4%	3%	-	-	-	2%	2%	-	-	-	2%	-	-
Cost benefit analysis	Count	6	-	-	-	-	1	-	2	2	1	-	-	5	1	-	-	-	6	-	-
	%	3%	-	-	-	-	4%	-	7%	6%	6%	-	-	4%	2%	-	-	-	3%	-	-
Patient history	Count	7	1	2	-	1	2	-	-	1	-	-	-	3	2	-	2	-	5	1	1
	%	3%	4%	10%	-	5%	7%	-	-	6%	-	-	-	2%	4%	-	15% (B)	-	3%	5%	11%
Medicine use review / education	Count	4	-	-	-	-	-	-	3	-	-	1	-	1	1	1	1	-	2	1	1
	%	2%	-	-	-	-	-	-	11%	-	-	5%	-	1%	2%	6%	8%	-	1%	5%	11%
Expected outcomes & risks	Count	1	-	1	-	-	-	-	-	-	-	-	-	-	1	-	-	-	1	-	-
	%	0%	-	5%	-	-	-	-	-	-	-	-	-	-	2%	-	-	-	1%	-	-
Extra work	Count	5	-	1	-	2	1	1	-	-	-	-	-	3	2	-	-	-	4	-	1
	%	2%	-	5%	-	11%	4%	10%	-	-	-	-	-	2%	4%	-	-	-	2%	-	11%
Present the case	Count	10	-	3	-	1	1	-	1	3	1	-	-	8	2	-	-	-	8	2	-
	%	5%	-	14%	-	5%	4%	-	4%	9%	6%	-	-	6%	4%	-	-	-	4%	9%	-
Balancing patient needs with guidelines	Count	1	-	-	-	-	1	-	-	-	-	-	-	-	1	-	-	-	1	-	-
	%	0%	-	-	-	-	4%	-	-	-	-	-	-	-	2%	-	-	-	1%	-	-
Overriding guidelines	Count	3	1	-	-	1	-	-	-	1	-	-	-	2	1	-	-	-	3	-	-
	%	1%	4%	-	-	5%	-	-	-	3%	-	-	-	2%	2%	-	-	-	2%	-	-
Making an application / obtaining approval through commissioners	Count	32	3	3	4	4	4	4	2	5	2	1	-	20	9	2	1	-	27	5	-
	%	15%	13%	14%	27%	21%	14%	40%	7%	15%	13%	5%	-	15%	17%	13%	8%	-	15%	23%	-

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Justification for prescribing non-formulary / more expensive	Count	15	1	-	3	2	2	1	2	1	1	2	3	10	1	1	4	11
	%	7%	5%	-	19%	4%	14%	5%	10%	17%	3%	8%	9%	11%	2%	3%	4%	10%
Medical tests / examination	Count	1	-	-	-	1	-	-	-	-	-	-	1	-	-	-	1	-
	%	0%	-	-	-	2%	-	-	-	-	-	-	3%	-	-	-	1%	-
Paper work / form	Count	23	-	1	3	4	2	2	3	1	4	3	-	17	4	2	3	20
	%	11%	-	10%	19%	8%	14%	10%	15%	17%	13%	12%	-	19%	7%	6%	3%	17% (A)
Communications (e.g. phone, email)	Count	17	2	1	1	2	2	1	2	-	4	2	4	8	-	5	8	9
	%	8%	10%	10%	6%	4%	14%	5%	10%	-	13%	8%	12%	9%	-	16%	8%	8%
Making an application / Paperwork / Applying for funding	Count	62	1	7	7	11	4	7	6	2	9	8	6	41	10	5	15	47
	%	29%	5%	70% (A)	44%	22%	29%	35%	30%	33%	28%	32%	18%	47% (A C D)	16%	16%	15%	41% (A)
Provide detailed relevant information / evidence	Count	45	8	1	2	11	3	3	3	2	7	5	7	16	17	5	20	25
	%	21%	40%	10%	13%	22%	21%	15%	15%	33%	22%	20%	21%	18%	28%	16%	20%	22%
Empowering patients	Count	4	1	-	-	-	-	2	-	-	1	-	1	-	1	2	4	-
	%	2%	5%	-	-	-	-	10%	-	-	3%	-	3%	-	2%	6%	4%	-
Discussion on the recommendations of NICE and local / practice policies	Count	9	1	-	-	2	-	1	-	-	1	4	2	3	4	-	3	6
	%	4%	5%	-	-	4%	-	5%	-	-	3%	16%	6%	3%	7%	-	3%	5%
Discussion with colleagues / team members / at meetings	Count	77	6	4	5	26	4	5	6	3	9	9	9	33	25	10	31	46
	%	36%	30%	40%	31%	51%	29%	25%	30%	50%	28%	36%	27%	38%	41%	31%	31%	40%
Applying for funding	Count	22	-	2	1	3	4	5	1	-	3	3	1	15	4	2	4	18
	%	10%	-	20%	6%	6%	29%	25%	5%	-	9%	12%	3%	17%	7%	6%	4%	16% (A)
Arrange time / location to see / administer treatment	Count	2	-	-	-	-	-	-	-	-	1	1	-	1	1	-	1	1
	%	1%	-	-	-	-	-	-	-	-	3%	4%	-	1%	2%	-	1%	1%
Obtaining consent from patients	Count	5	1	-	-	1	-	1	2	-	-	-	1	1	3	-	3	2
	%	2%	5%	-	-	2%	-	5%	10%	-	-	-	3%	1%	5%	-	3%	2%
Other	Count	10	1	1	1	2	-	1	-	1	1	2	2	2	3	3	6	4
	%	5%	5%	10%	6%	4%	-	5%	-	17%	3%	8%	6%	2%	5%	9%	6%	3%
Not stated	Count	3	-	-	-	2	-	-	1	-	-	-	-	1	-	2	2	1
	%	1%	-	-	-	4%	-	-	5%	-	-	-	-	1%	-	6%	2%	1%
Total	Count	214	20	10	16	51	14	20	20	6	32	25	33	88	61	32	99	115

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Justification for prescribing non-formulary / more expensive	Count	15	2	4	1	-	1	-	2	4	-	1	-	12	1	-	2	-	14	1	-
	%	7%	9%	19%	7%	-	4%	-	7%	12%	-	5%	-	9%	2%	-	15%	-	8%	5%	-
Medical tests / examination	Count	1	-	-	1	-	-	-	-	-	-	-	-	-	-	1	-	-	1	-	-
	%	0%	-	-	7%	-	-	-	-	-	-	-	-	-	-	6%	-	-	1%	-	-
Paper work / form	Count	23	2	6	2	5	2	2	-	1	1	2	-	18	5	-	-	-	20	2	1
	%	11%	9%	29%	13%	26%	7%	20%	-	3%	6%	10%	-	14%	9%	-	-	-	11%	9%	11%
Communications (e.g. phone, email)	Count	17	1	-	2	4	1	1	4	1	2	1	-	10	6	1	-	-	14	2	1
	%	8%	4%	-	13%	21%	4%	10%	14%	3%	13%	5%	-	8%	11%	6%	-	-	8%	9%	11%
Making an application / Paperwork / Applying for funding	Count	62	6	11	5	9	9	6	3	7	3	3	-	45	13	3	1	-	52	7	3
	%	29%	26%	52%	33%	47%	32%	60%	11%	21%	19%	15%	-	34%	25%	19%	8%	19%	28%	32%	33%
Provide detailed relevant information / evidence	Count	45	3	4	7	3	5	1	7	7	4	4	-	25	13	3	4	-	42	3	-
	%	21%	13%	19%	47%	16%	18%	10%	25%	21%	25%	20%	-	19%	25%	19%	31%	-	23%	14%	-
Empowering patients	Count	4	-	-	-	-	2	-	-	1	-	1	-	1	2	1	-	-	4	-	-
	%	2%	-	-	-	-	7%	-	-	3%	-	5%	-	1%	4%	6%	-	-	2%	-	-
Discussion on the recommendations of NICE and	Count	9	1	-	-	-	3	-	2	2	1	-	-	6	2	-	1	-	9	-	-
	%	4%	4%	-	-	-	11%	-	7%	6%	6%	-	-	5%	4%	-	8%	-	5%	-	-
Discussion with colleagues / team members / at meetings	Count	77	7	4	3	6	12	6	5	15	7	12	-	50	19	4	4	-	61	11	5
	%	36%	30%	19%	20%	32%	43%	60%	18%	44%	44%	60%	-	38%	36%	25%	31%	-	33%	50%	56%
Applying for funding	Count	22	2	5	-	5	3	2	1	1	1	2	-	15	4	2	1	-	18	2	2
	%	10%	9%	24%	-	26%	11%	20%	4%	3%	6%	10%	-	11%	8%	13%	8%	-	10%	9%	22%
Arrange time / location to see / administer treatment	Count	2	-	-	-	-	1	-	1	-	-	-	-	1	1	-	-	-	-	-	2
	%	1%	-	-	-	-	4%	-	4%	-	-	-	-	2%	6%	-	-	-	-	-	22%
Obtaining consent from patients	Count	5	-	-	-	1	-	-	-	3	-	1	-	3	1	-	1	-	4	1	-
	%	2%	-	-	-	5%	-	-	-	9%	-	5%	-	2%	2%	-	8%	-	2%	5%	-
Other	Count	10	1	1	-	1	-	-	2	3	1	1	-	4	2	2	2	-	9	1	-
	%	5%	4%	5%	-	5%	-	-	7%	9%	6%	5%	-	3%	4%	13%	15%	-	5%	5%	-
Not stated	Count	3	-	-	-	-	1	-	-	1	-	1	-	2	-	1	-	-	3	-	-
	%	1%	-	-	-	-	4%	-	-	3%	-	5%	-	2%	-	6%	-	-	2%	-	-
Total	Count	214	23	21	15	19	28	10	28	34	16	20	-	132	53	16	13	-	183	22	9