

Behavioral insights to improve healthcare quality

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Overview

Applications of Behavioral Economics to curtail inappropriate antibiotic prescribing in primary care

Real World Evidence and Randomized Pragmatic Trials

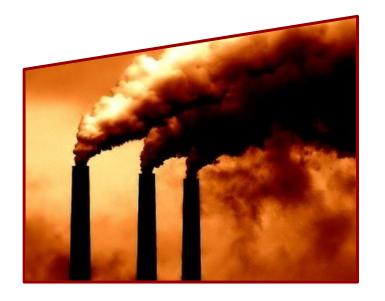
ex·ter·nal·i·ty

ekstər nalədē/

noun

ECONOMICS

 (negative) a type of behavior that imposes costs on other parties that are not taken into account when first making a decision



in-ter-nal-i-ty

In'tər'nalədē/

noun

BEHAVIORAL ECONOMICS

 (negative) a type of behavior that imposes costs on a person in the long-run that are not taken into account when first making a decision.



IN HEALTH CARE...

1/3

of health care expenditures—an estimated \$750 billion!—don't improve health.

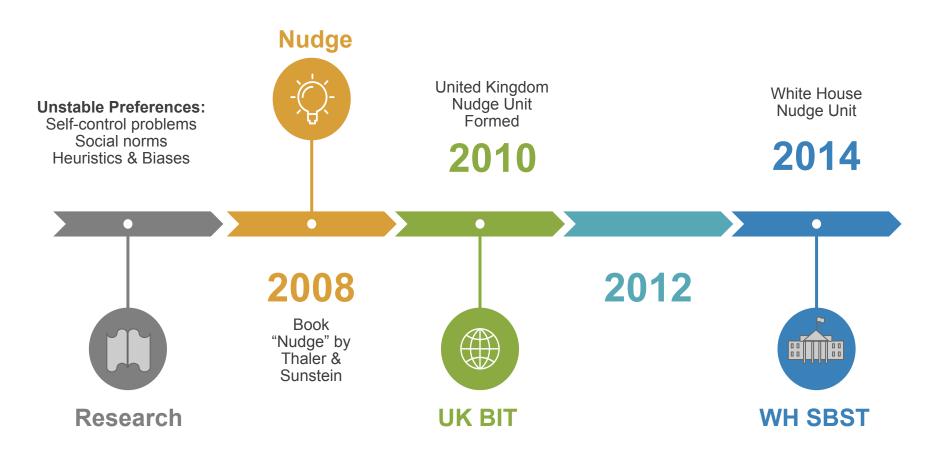
IN OTHER INDUSTRIES...



are continually monitored to improve quality, identify inefficiencies, and remove waste.

What policies can improve the quality of decisions that are produced in healthcare?

Behavioral Science & Policy Timeline



Behavioral Insights



Decision Fatigue

Decision making gets worse with repeated decisions.



Choice Partitioning

We spread our choices over salient consumption options.



Public Commitments

Commitments bind our future self to desires our present self wants to fulfill.



Social Norms

We look to others for how we should act.



Justifications

We want others to approve of our behavior.



1. Decision Fatigue

Decision making gets worse with repeated decisions

66

If you have to force yourself to do something you are less willing or able to exert self-control when the next challenge comes around. — Daniel Kahneman

NAS

Extraneous factors in judicial decisions

Shai Danziger^{a,1}, Jonathan Levav^{b,1,2}, and Liora Avnaim-Pesso^a

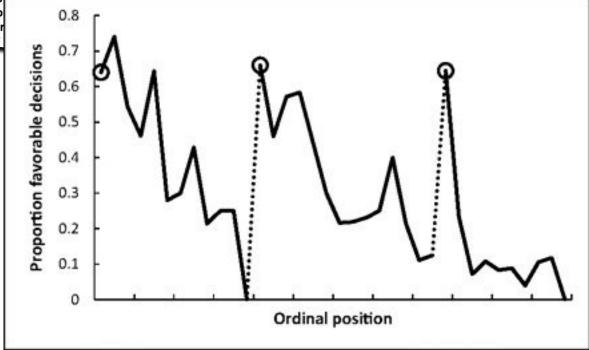
^aDepartment of Management, Ben Gurion University of the Negev, Beer Sheva 84105, Israel; and ^bColumbia Business School, Columbia University, New York, NY 10027

Edited* by Daniel Kahneman, Princeton University, Princeton, NJ, and approved February 25, 2011 (received for review December 8, 2010)

Are judicial rulings based solely on laws and facts? Legal formalism

(29.3%), 50 Jewish-Israeli females (4.5%), and 9 Arab-Israeli females (0.9%).

holds that judges apply legal reasons to the facts tional, mechanical, and deliberative manner. In co ists argue that the rational application of legal r





of outpatient visits result in an antibiotic prescription

50%

of these are in appropriate

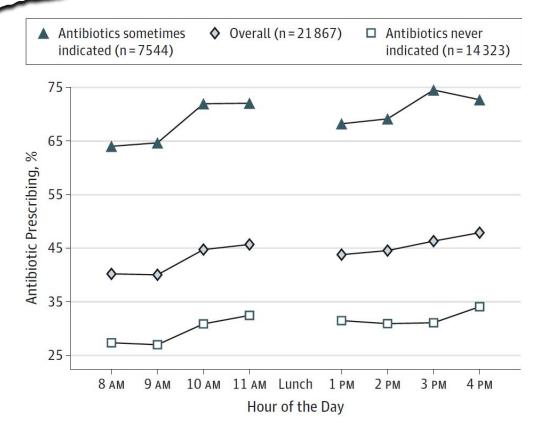
34,000,000

inappropriate outpatient prescriptions per year

JAMA Internal Medicine

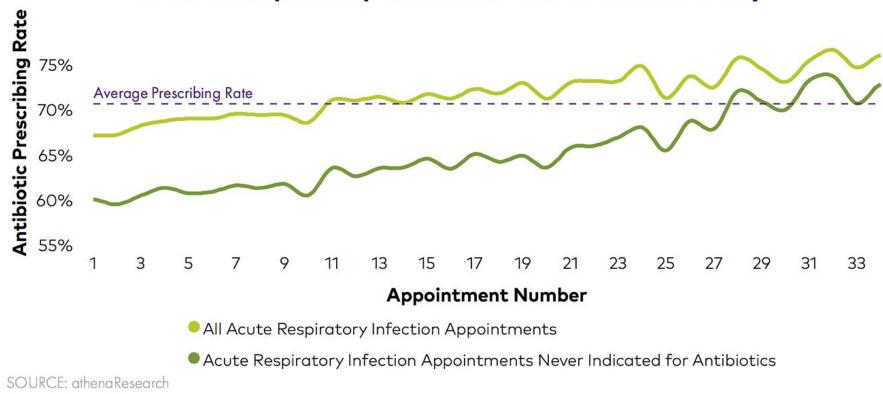
RESEARCH LETTER

Time of Day and the Decision to Prescribe Antibiotics



Replication: Athena Research





https://insight.athenahealth.com/expert-forum-decision-fatigue-antibiotics/



2. Choice Partitioning

People spread their choices over salient consumption options

Interface Design Effects in Wine Selection

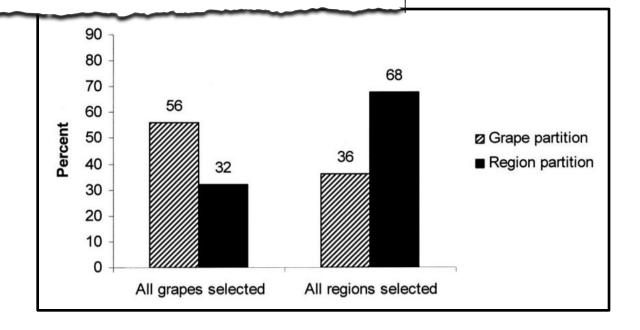
Journal of Experimental Psychology: General 2005, Vol. 134, No. 4, 538-551

Copyright 2005 by the American Psychological Association 0096-3445/05/\$12.00 DOI: 10.1037/0096-3445.134.4.538

How Subjective Grouping of Options Influences Choice and Allocation: Diversification Bias and the Phenomenon of Partition Dependence

Craig R. Fox University of California at Los Angeles Rebecca K. Ratner University of North Carolina at Chapel Hill

Daniel S. Lieb Duke University



Nudging Physician Prescription Decisions by Partitioning the Order Set: Results of a Vignette-Based Study

David Tannenbaum, PhD¹, Jason N. Doctor, PhD², Stephen D. Persell, MD, MPH³, Mark W. Friedberg, MD, MPP^{4,5,8}, Daniella Meeker, PhD⁶, Elisha M. Friesema, BA³, Noah J. Goldstein, PhD⁷, Jeffrey A. Linder, MD, MPH^{5,8}, and Craig R. Fox, PhD⁷

¹UCLA Anderson School of Management, Los Angeles, CA, USA; ²Leonard D. Schaeffer Center for Health Policy and Economics, University of Southern California, Los Angeles, CA, USA; ³Division of General Internal Medicine and Geriatrics, Center for Healthcare Studies, Feinberg School of Medicine, Northwestern University, Chicago, IL, USA; ⁴RAND, Boston, MA, USA; ⁵Harvard Medical School, Boston, MA, USA; ⁶Department of Preventive Medicine, Keck School of Medicine, University of Southern California, Los Angeles, CA, USA; ⁷UCLA Anderson School of Management, Department of Psychology, David Geffen School of Medicine at UCLA, Los Angeles, CA, USA; ⁸Division of General Medicine and Primary Care, Brigham and Women's Hospital, Boston, MA, USA.

Interface Design: Partitioning

Acute Bronchitis

OTC medications visually grouped

Of the drug choices below, please indicate which drugs you would choose in treating this patient. You may select up to three options.

albuterol	inha	ler

- □ an antibiotic of your choice
- □ robitussin with codeine
- □ tessalon perles

Over-the-counter drugs:

□ cough lozenge □ cough spray □ cough syrup

Study

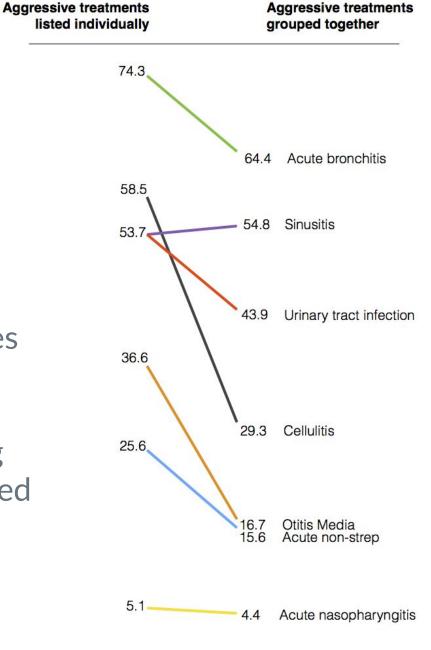
84 primary care clinicians

7 vignettes

Randomized (aggressive or nonaggressive grouped together)

Also randomized order of vignettes and positioning of grouped items

Overall, 12% decrease in choosing aggressive treatment when grouped (p < .01)





3. Public Commitment

Commitments bind the future self to desires the present self wants to fulfill.

Public Commitment



Public Commitment as a Motivator for Weight Loss

Prashanth U. Nyer Chapman University

Stephanie Dellande University of New Orleans

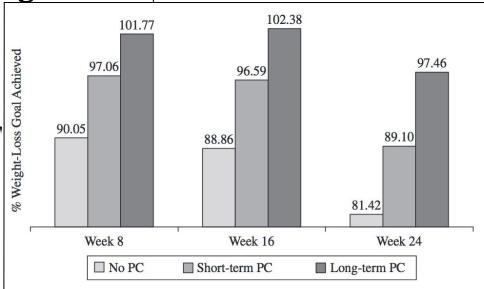


Figure 2. The effect of public commitment on weight loss.



I'm running 8 miles on Saturday and riding my bike 50 miles on Monday. Hoping if I put these things out there, that they will actually happen. ;)

State your own workout goals below. Let's help hold each other accountable through the holiday weekend.

Public Commitment

JAMA Internal Medicine

Original Investigation

Nudging Guideline-Concordant Antibiotic Prescribing A Randomized Clinical Trial

Daniella Meeker, PhD; Tara K. Knight, PhD; Mark W. Friedberg, MD, MPP; Jeffrey A. Linder, MD, MPH; Noah J. Goldstein, PhD; Craig R. Fox, PhD; Alan Rothfeld, MD; Guillermo Diaz, MD; Jason N. Doctor, PhD

Safe Antibiotic Use: A Letter From Your Medical Group

Dear Patient,

We want to give you some important information about antibiotics.

Antibiotics, like penicillin, fight infections due to bacteria that can cause some serious illnesses. But these medicines can cause side effects like skin rashes, diarrhea, or yeast infections. If your symptoms are from a virus and not from bacteria, you won't get better with an antibiotic, and you could still get these bad side effects.

Antibiotics also make bacteria more resistant to them. This can make future infections harder to treat. This means that antibiotics might not work when you really need them. Because of this, it is important that you only use an antibiotic when it is necessary to treat your illness.

How can you help? Carefully follow your do you should or should not take antibiotics.

When you have a cough, sore throat, or other the best possible treatments. If an antibiosis doctor will explain this to you, and Your health is very important to us. As your doctors, we promise to treat your illness in the best way possible. We are also dedicated to avoid prescribing antibiotics when they are likely to do more harm than good.

Your health is very important to us. As your do the best way possible. We are also dedicated to avoid prescribing antibiotics when they are likely to do more harm than good.

If you have any questions, please feel free to ask your doctor; muse, or pharmacist.

Sincerely,







mejor para upieu

Estimado Paciente:

secundarios no deseables.

Su salud es importante para nosotros. Como sus doctores, nosotros prometemos tratar su enfermedad en la mejor manera posible. También nos comprometemos a evitar recetar antibióticos cuando sean probables de hacer más daño que bien.

El Uso Seguro de Antibióticos:

Una Carta de su Grupo Médico

Queremos compartir información importante con usted sobre los antibióticos.

Los antibióticos como la penicilina avudan a combatir infecciones debido a

bacterias que pueden causar serias enfermedades. Pero estas medicinas también

tienen efectos secundarios como erupciones de la piel, diarrea, o infecciones por

hongos de levadura. Si sus síntomas son debidos a un virus y no por una bacteria,

Los antibióticos también pueden hacer la bacteria más resistente a ellas. Esto hará

antibióticos no trabajarán cuando ustedes en realidad necesitan que funcionen. Por

no se mejorará con un antibiótico, y usted aún puede obtener estos efectos

que infecciones en el futuro sean más difíciles de tratar. Eso significa que los

Si tiene cualquier pregunta, pregúntele a su doctor; enfermera, o farmacéutico.

Atentamente.



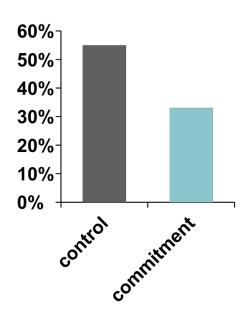




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Results: Public commitment



	Poster Condition			Control Condition			
Characteristic	Baseline	Final Measurement		Baseline		Final Measurement	
Inappropriate prescribing rate, % (95% CI)	43.5 (38.5 to 49.0)	33.7	(25.1 to 43.1)	42.8 (38.1 to 48	.1)	52.7 (44.2 to 61.9)	
Absolute percentage change, baseline to final measurement (95% CI)	-9.8 (0.0 to -19		3)	9.		.9 (0.0 to 20.2)	
Difference in differences between poster condition and control (95% CI)		-19.7 (-5		3 to −33.04) ^b			

Abbreviation: ARI, acute respiratory infection.

^b P=.02 for the difference.

JAMA – Internal Medicine, 174, 425-431, 2014.

^a Adjusted for demographic characteristics and insurance status.



4. & 5. Social Norms & Justifications

We look to others for how we should act. We want others to approve of our behavior.



Effect of Behavioral Interventions on Inappropriate Antibiotic Prescribing Among Primary Care Practices A Randomized Clinical Trial

Daniella Meeker, PhD; Jeffrey A. Linder, MD, MPH; Craig R. Fox, PhD; Mark W. Friedberg, MD, MPP; Stephen D. Persell, MD, MPH; Noah J. Goldstein, PhD; Tara K. Knight, PhD; Joel W. Hay, PhD; Jason N. Doctor, PhD

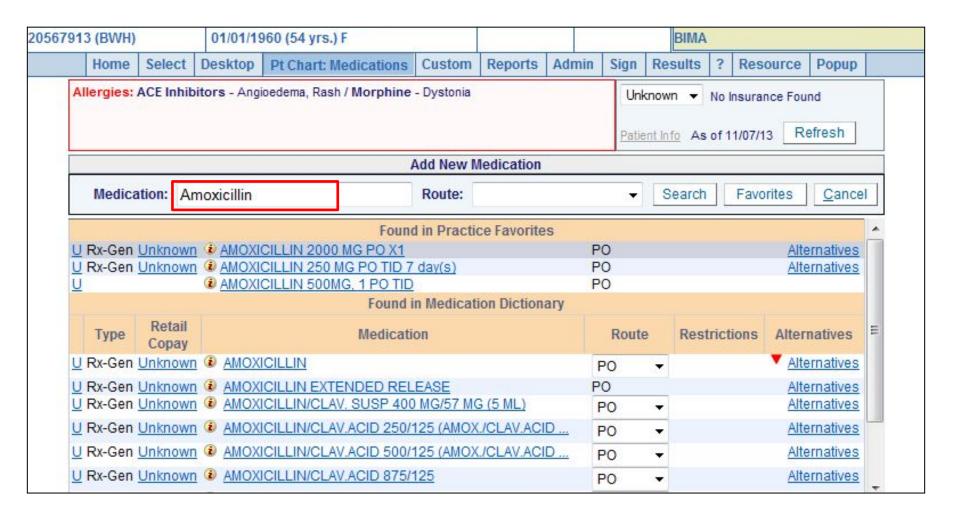
Specific Aim

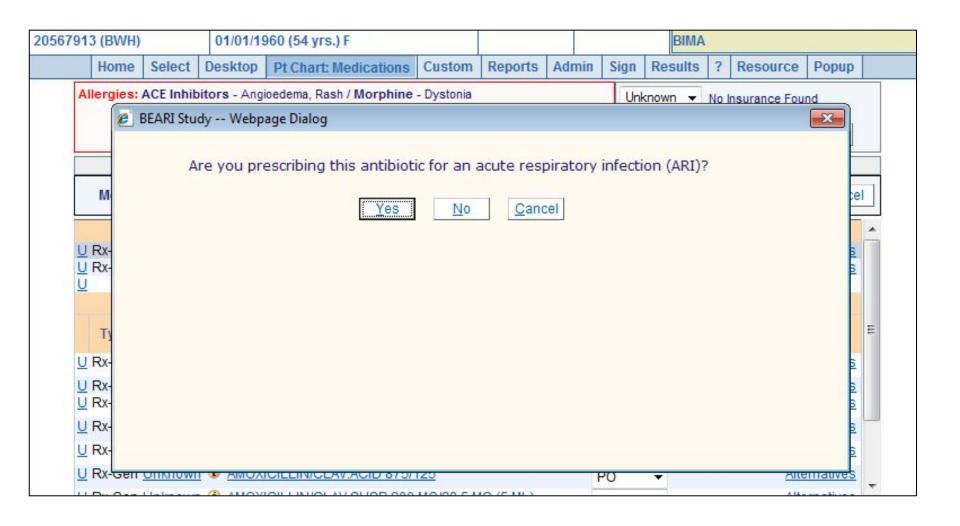
 To evaluate 3 behavioral interventions to reduce inappropriate antibiotic prescribing for acute respiratory infections

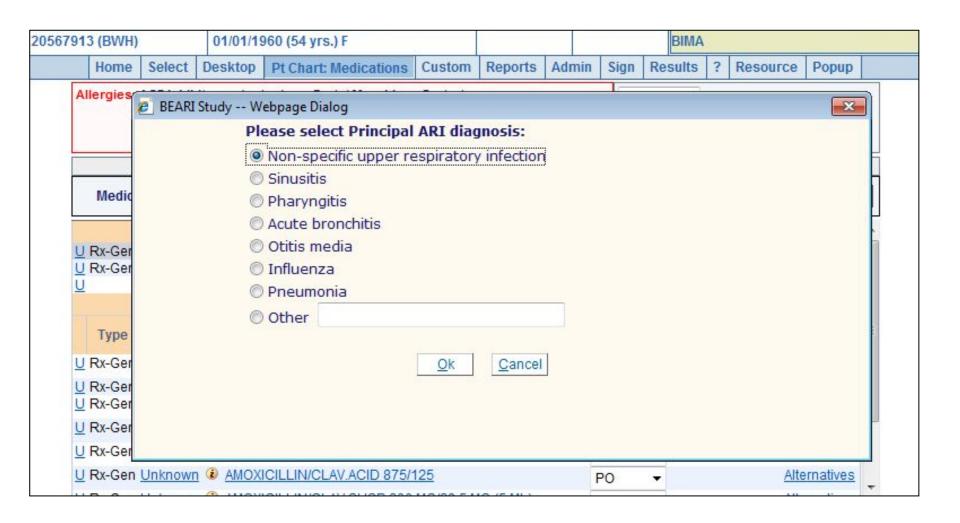
3 health systems using 3 different EHRs

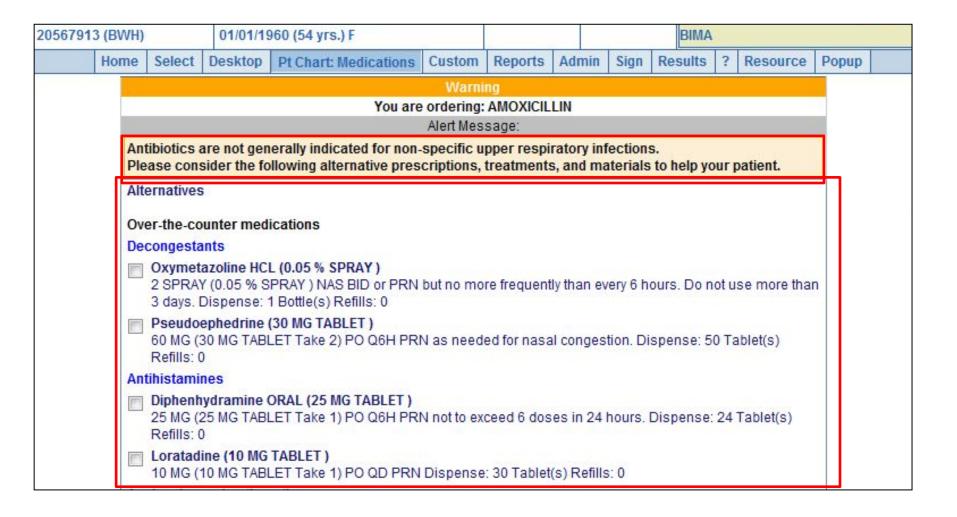
Interventions

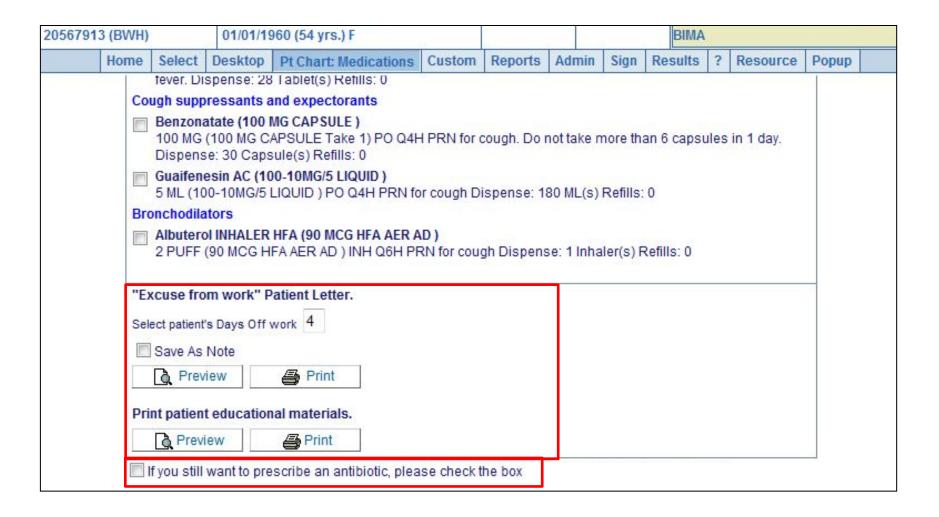
- 1. Suggested Alternatives
- 2. Accountable Justification
- 3. Peer Comparison



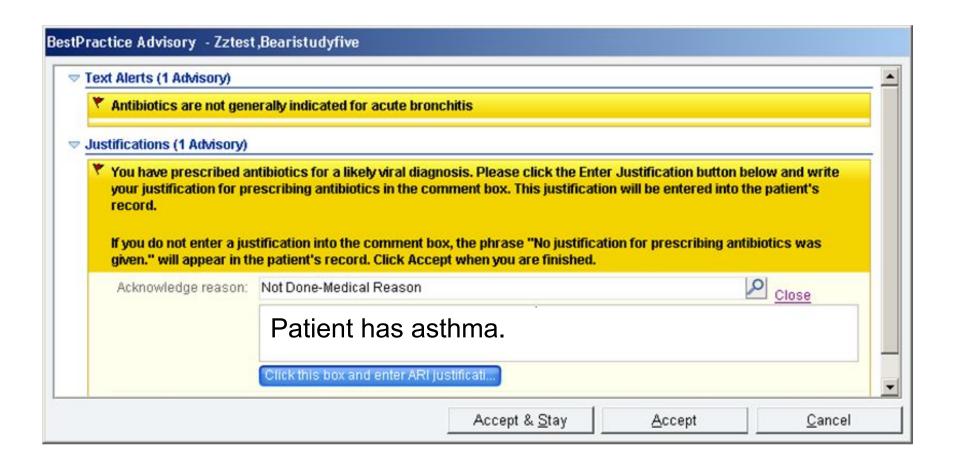




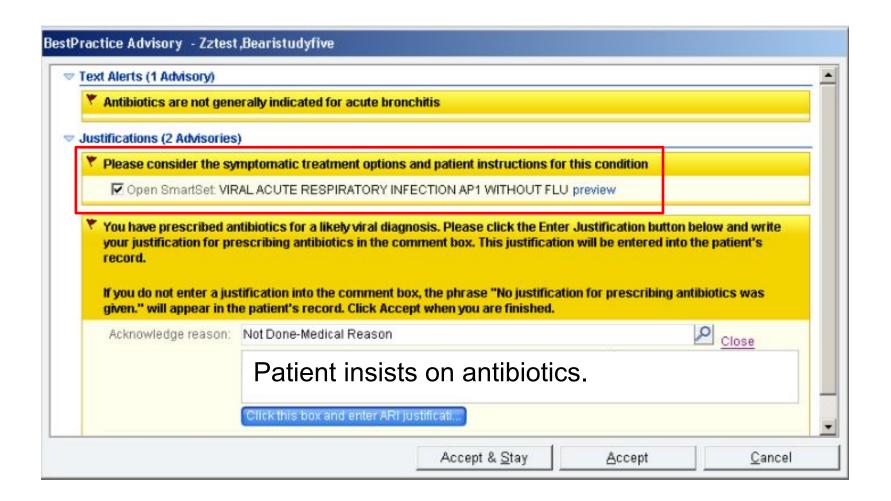




Intervention 2: Accountable Justification



Interventions 1 and 2: Combined



Intervention 3: Peer Comparison

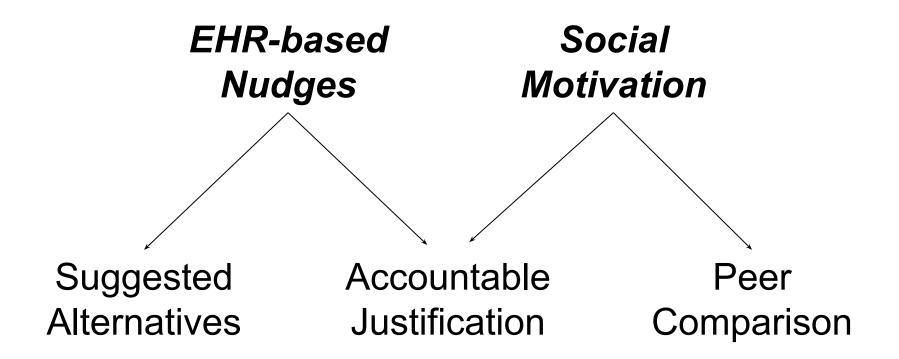
"You are a Top Performer"

You are in the top 10% of clinicians. You wrote 0 prescriptions out of 21 acute respiratory infection cases that did not warrant antibiotics.

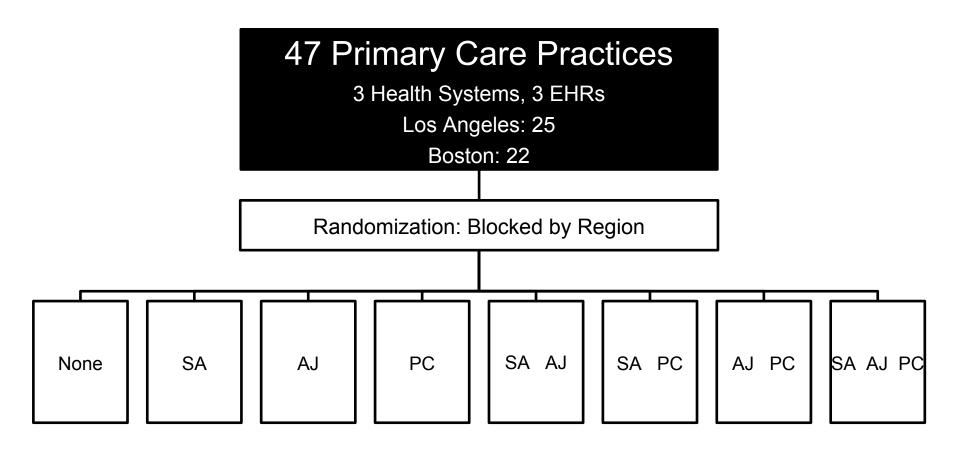
"You are not a Top Performer"

Your inappropriate antibiotic prescribing rate is 15%. Top performers' rate is 0%. You wrote 3 prescriptions out of 20 acute respiratory infection cases that did not warrant antibiotics.

Interventions: Summary



Methods: Practices and Randomization



18 Month Follow-Up December 2012 – April 2014

Methods: Enrollment

• Invited: 355 clinicians

- *Enrolled:* 248 (70%)
 - Consent
 - Education
 - Practice-specific orientation to intervention
 - Honorarium

Methods: Primary Outcome

- Antibiotic prescribing for non-antibiotic-appropriate diagnoses
 - Non-specific upper respiratory infections
 - Acute bronchitis
 - Influenza
- Excluded: chronic lung disease, concomitant infection, immunosuppression
- Data Sources: EHR and billing data

Methods: Analysis

- Trajectory Analysis: Piecewise generalized linear model with a knot at month 0
 - 18-month baseline + 18-month intervention
 - Model testing to evaluate interaction effects
- Simple Difference in Differences (DD)
 - Marginal probabilities predicted from DD

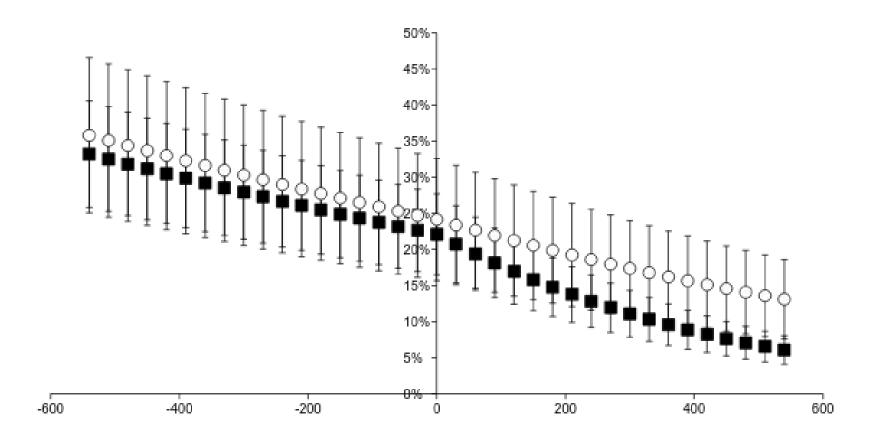
Results: Clinicians (N = 248)

	Control	Suggested Alternatives	Accountable Justification	Peer Comparison
Age, mean	47	49	48	48
		%		
Female	48	68	61	61
Clinician Type				
Physician	81	79	81	80
PA or NP	19	21	19	20

Results: Visits (N = 16,959)

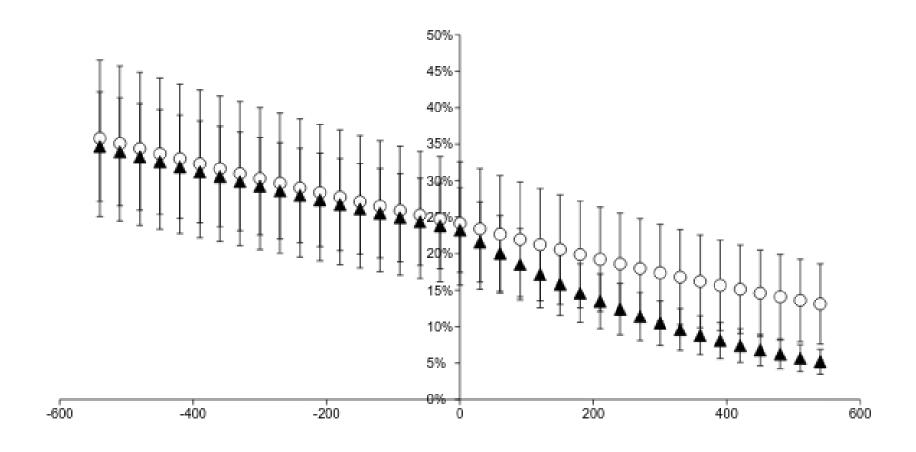
	Control	Suggested Alternatives	Accountable Justification	Peer Comparison
Age, mean	49	47	48	46
		,	%	
Female	65	70	66	68
White	88	86	88	87
Latino	35	32	30	36
Private insurance	60	59	58	58

Main Results: Suggested Alternatives

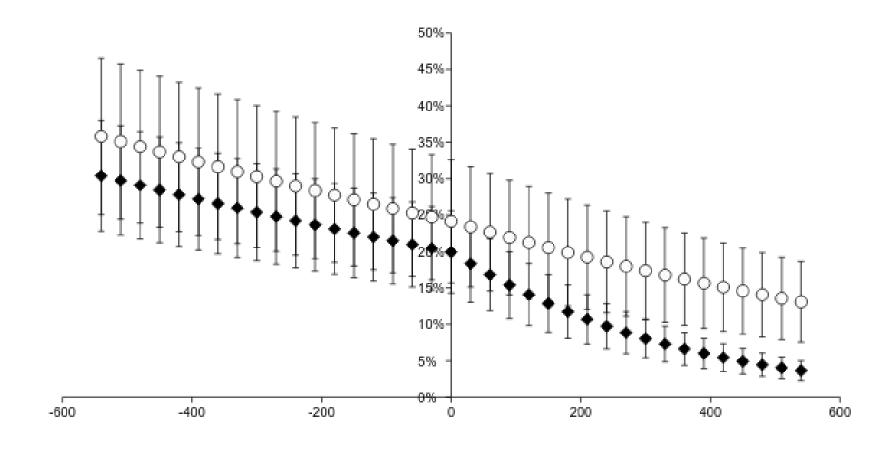


$$p = 0.88$$

Main Results: Accountable Justification



Main Results: Peer Comparison



$$p = <.001$$

Persistence

- Evaluated prescribing for 12 months after interventions were turned off
- Difference of differences comparing 18-month treatment period to 12-month follow-up period

Intervention Persistence

	Pre- intervention	Intervention	Post- intervention		
	% antibiotic prescribing				
Suggested alternatives	22	6	9		
Accountable justifications	23	5	8		
Peer comparison	20	4	5		

Limitations Strengths

Limited to enrollees

Dependent on EHR and billing data

Randomized controlled trial

Large size

3 different EHRs

Conclusions and Implications

- Social motivation appears effective
- Interventions show durable effects post-intervention

Future: Replication, Dissemination, and Scaling

CDC funded Replications: IDPH & NYSDH



PDSB Campaign Goals

 Increase provider and patient knowledge & provide resources about antibiotic resistance and use

Phase I Participation

March 2015

→ Present

55 practices representing
 385 providers

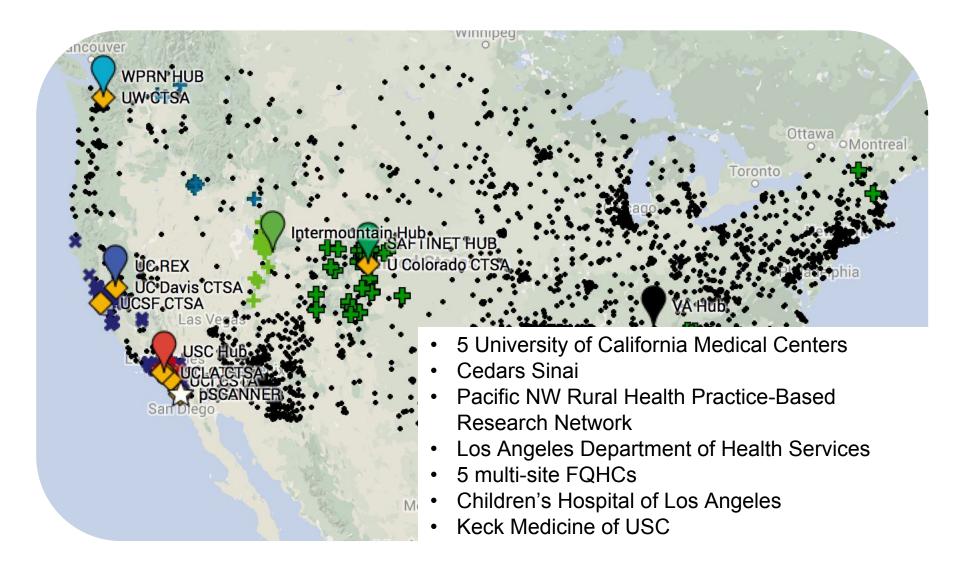


CDC Core Elements Outpatient Antibiotic Stewardship (2017)

EU Draft Guidelines for Antibiotic Stewardship

The NYS Department of Health recently rolled out a "Get Smart Guarantee" poster for healthcare providers to pledge to only prescribe antibiotics when they are needed.

pSCANNER Network - Connecting 21M patient's EHR Data with outcomes and health services researchers



What kind of data?

Electronic health records

Medical claims

Health information exchange

Patient reported outcomes

What are the data uses?

Quality measurement and reporting
Observational research
Clinical trials
Patient surveys

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Thank you! Questions?

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