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LIFESPAN DEVELOPMENT
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THE EFFECTS OF CLIENT AND RESPONDENT VARIABLES ON ADDICTION
PROFESSIONALS' DECISION MAKING: A FACTORIAL SURVEY (278 pp.)

Co-Directors of Dissertation: Cynthia J. Osborn, Ph.D.
Betsy, J. Page, Ph.D.

The purpose of the current study was to investigate the effects of 4 client variables and 10 respondent (i.e., participant) variables on two measures of addiction professionals' decision making. Data were collected using Rossi and Nock's (1982) factorial survey approach. This approach uses randomly constructed vignettes intended to represent hypothetical and life-like scenarios. Respondents are randomly assigned a predetermined number of vignettes and are then asked to make decisions about those vignettes. The factorial survey approach is inherently hierarchical, meaning that data are simultaneously collected at two levels: (a) the vignette level, and (b) the respondent level.

Chi-square and hierarchical regression analyses were performed on factorial survey data collected from a sample of 124 members of the Association for Addiction Professionals (NAADAC). Results of the current study suggest that particular client and respondent variables influence addiction professionals' decision making. Notable client variables include the client's drug of choice, previous treatment experience, understanding of substance use, and preferred treatment goal. Notable respondent variables include level of education and addiction-specific training. Results also identified inconsistencies between select client variables and addiction professionals' decision making. This study highlights the need for increased exposure to, and training

in, addiction theories and individualized treatment approaches among addiction professionals.