

**NATIONAL SURVEY OF PHYSICIANS  
REGARDING E-PRESCRIBING  
JUNE 7-JULY 6, 2007**

Hello, my name is \_\_\_\_\_ with Western Wats, a public opinion research company. We're talking with physicians today for just a few minutes about the use of electronic technology in managing patient prescriptions. All responses are completely confidential, and the interview should take no more than eight minutes.

A. In the course of his/her medical practice, does Dr. \_\_\_\_\_ regularly write prescriptions for patients?

YES..... 1 CONTINUE  
NO ..... 2 THANK AND CLOSE

B. Would this be a convenient time to speak with Dr. \_\_\_\_\_, or should I make an appointment to call back?

RESPONDENT AVAILABLE ..... 1  
APPOINTMENT TIME (SPECIFY)..... 2  
CALL BACK/NO APPOINTMENT ..... 3

1. When you write a new prescription for a patient, what is the most common way it gets transmitted to a pharmacy: The patient takes a written order to the pharmacy, your office calls the pharmacy with the order, or your office sends the order electronically with a computer or hand-held device?

PATIENT TAKES WRITTEN ORDER .....79%  
OFFICE CALLS.....5%  
OFFICE SENDS ELECTRONICALLY .....7%  
COMBINATION (VOLUNTEERED).....8%  
SOME OTHER WAY (VOLUNTEERED) .....1%  
DON'T KNOW/NO OPINION.....0%

2. What is the most common way you find out about patients' medication histories: by asking them, by pulling their chart, or by using an electronic prescribing system?

ASKING PATIENT .....57%  
PULLING THEIR CHART.....23%  
ELECTRONIC PRESCRIBING .....6%  
COMBINATION (VOLUNTEERED).....13%  
SOME OTHER WAY (VOLUNTEERED) .....1%  
DON'T KNOW/NO OPINION.....0%

3. What is the most common way you find out about drug interactions and dosage levels: from a reference like the PDR or ePocrates, from drug reps, or from an electronic prescribing system?

REFERENCE LIKE PDR OR ePOCRATES .....74%  
DRUG REPS .....3%  
ELECTRONIC PRESCRIBING .....11%  
COMBINATION (VOLUNTEERED).....6%  
SOME OTHER WAY (VOLUNTEERED) .....5%

DON'T KNOW/NO OPINION.....1%

---

4. About how often do you feel you could productively use more information than is available to you on each patient's medication history and potential drug interactions: most of the time, some of the time, rarely, or never?

MOST OF THE TIME .....36%  
SOME OF THE TIME .....47%  
RARELY .....15%  
NEVER.....1%  
DON'T KNOW/NO OPINION.....0%

---

5. What is the most common way you find generic alternatives to brand name drugs: from a reference like the PDR or ePocrates, from drug reps, or from an electronic prescribing system?

REFERENCE LIKE PDR OR EPOCRATES .....52%  
DRUG REPS .....10%  
ELECTRONIC PRESCRIBING .....12%  
COMBINATION (VOLUNTEERED).....3%  
SOME OTHER WAY (VOLUNTEERED) .....21%  
DON'T KNOW/NO OPINION.....2%

---

6. Before writing a prescription, do you usually know the drugs that are and are not covered on the patient's health plan formulary?

IF YES, ASK: How do you find out about the formulary: by asking the patient, by consulting a printed document, or by using an electronic prescribing system?

NO, DON'T KNOW FORMULARY .....70%  
YES/ASKING PATIENT .....9%  
YES/PRINTED DOCUMENT .....11%  
YES/ELECTRONIC PRESCRIBING SYSTEM .....4%  
YES/SOME OTHER WAY (VOLUNTEERED).....5%  
DON'T KNOW/NO OPINION.....1%

---

7. As a general rule, if your initial choice of drugs was not included in a patient's formulary, but a comparable drug was included, would you switch the prescription to the comparable drug?

YES, WOULD SWITCH .....83%  
NO, WOULD NOT SWITCH .....6%  
DEPENDS ON THE DRUG (VOLUNTEERED).....10%  
DON'T KNOW/NO OPINION.....0%

---

8. Do you typically find out if a patient is abusing prescriptions, such as getting prescriptions refilled too quickly or getting multiple prescriptions from different physicians?

IF YES, ASK: How do you find out: from the patient, the pharmacist, the health plan, an electronic prescribing system, or some other way?

NO/DON'T FIND OUT .....31%  
YES/PATIENT .....6%  
YES/PHARMACIST .....46%  
YES/HEALTH PLAN .....6%  
YES/ELECTRONIC PRESCRIBING .....2%  
YES/SOME OTHER WAY (SPECIFY) .....8%  
DON'T KNOW/NO OPINION.....1%

9. E-Prescribing usually means having on-line access to a continually-updated database with a patient's prescription history and formulary information, and transmitting the prescription electronically to a pharmacy. In general, do you think e-Prescribing is a good idea or a bad idea for medicine?

GOOD IDEA .....	85%
BAD IDEA .....	9%
DON'T KNOW/NO OPINION.....	6%

10. Would you say implementing e-Prescribing is or is not a priority in your office?

IS A PRIORITY .....	35%	GO TO Q. 12
IS NOT A PRIORITY .....	63%	GO TO Q. 11
DON'T KNOW/NO OPINION.....	2%	GO TO Q. 12

11. Why would you say it is not a priority? (DO NOT READ RESPONSES)

TOO EXPENSIVE/NO REIMBURSEMENT.....	18%
DON'T WRITE A LOT OF PRESCRIPTIONS .....	10%
BENEFITS NOT WORTH THE COST.....	9%
NOT ENOUGH TIME TO LEARN.....	7%
INEFFICIENCY/PROBLEMS WITH E-P .....	7%
STAFF NOT TRAINED.....	5%
CONCERNS ABOUT SECURITY/PATIENT PRIVACY .....	5%
NOT AVAILABLE IN MY AREA.....	5%
LACK OF TECHNOLOGY/EQUIPMENT .....	5%
PREFER PAPER METHOD.....	5%
SATISFIED WITH CURRENT METHOD .....	5%
NO SINGLE DATABASE/TOO MANY DATABASES .....	4%
MORE IMPORTANT PRIORITIES.....	2%
DON'T MAKE THE DECISIONS .....	2%
NOT FAMILIAR WITH E-P .....	2%
DON'T LIKE COMPUTERS.....	2%
CONCERNS ABOUT LIABILITY.....	1%
INOPERABLE WITH CURRENT SYSTEM/SOFTWARE .....	1%
END OF CAREER/CLOSING OFFICE.....	1%
SOMETHING ELSE (SPECIFY) .....	4%
DON'T KNOW/NO OPINION.....	2%

*Note: Results are based on 257 respondents.*

12. From what you know about e-Prescribing, do you think its widespread use by physicians would reduce medication errors, or not?

YES.....	81%
NO .....	13%
DON'T KNOW/NO OPINION.....	6%

13. If it were completely implemented in your office, do you think e-Prescribing would or would not save time?

WOULD SAVE TIME .....	65%
WOULD NOT SAVE TIME.....	26%
DON'T KNOW/NO OPINION.....	9%

14. When you submit requests for payment for your services to health insurance companies, do you do so exclusively by computer, exclusively by paper, or through a combination of electronic and paper?

EXCLUSIVELY ELECTRONIC.....	34%
EXCLUSIVELY PAPER .....	15%
COMBINATION.....	47%
DON'T KNOW/NO OPINION.....	4%

---

## Demographic Questions

---

Now I have a few questions just for statistical purposes.

---

15. Do you regularly treat Medicare patients?

YES.....	82%
NO .....	18%
DON'T KNOW/REFUSED .....	0%

16. Is there one dominant health insurance plan in your area, or are your patients served by several different plans?

ONE DOMINANT PLAN.....	14%
SEVERAL PLANS.....	85%
DON'T KNOW/REFUSED .....	2%

17. Are you a member of the American Medical Association?

YES.....	32%
NO .....	68%
DON'T KNOW/REFUSED .....	1%

18. Which of the following consumes the majority of your professional time: working in private practice, being employed by a hospital, or being employed by a health care plan?

PRIVATE PRACTICE .....	90%
EMPLOYED BY HOSPITAL.....	6%
EMPLOYED BY HEALTH CARE PLAN .....	2%
DON'T KNOW/REFUSED .....	2%

19. Is the area where you practice urban, suburban, small town, or rural?

URBAN .....	36%
SUBURBAN .....	41%
SMALL TOWN.....	14%
RURAL.....	10%
DON'T KNOW/REFUSED .....	0%

20. How long have you practiced medicine?

5 YEARS OR LESS .....	5%
6 TO 10 YEARS.....	13%
11 TO 20 YEARS.....	34%
21 TO 30 YEARS.....	35%
31 YEARS OR MORE .....	14%
REFUSED .....	0%

---

21. Would you please stop me when I read the correct category for your age?

UNDER 30 .....	1%
31 TO 49 .....	39%
50 TO 64 .....	47%
65 OR OLDER .....	13%
REFUSED .....	1%

---

22. Gender (from observation):

MALE .....	78%
FEMALE .....	22%

---

That's all the questions I have. Thank you very much for sharing your opinions with us.

---

23. WRITE IN STATE FIPS CODE: \_\_\_\_\_

---

24. PRIMARY CARE/SPECIALIST (from sample):

PRIMARY CARE/GENERALISTS .....	59%
SPECIALIST .....	41%

---

25. SPECIALTY (from sample): \_\_\_\_\_

---