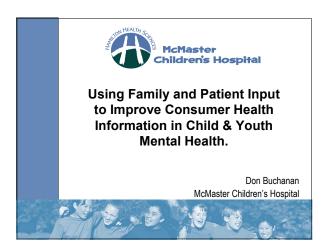
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Learning Objectives

At the conclusion of this presentation you should know:

- What are choice-based conjoint surveys?
- What are the relative advantages of using this methodology?
- How can parent preferences improve the delivery of parent programs in child and youth mental health?

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Support and contributors

- EMA, Provincial Centre of Excellence for Child & Youth Mental Health
- · Ontario Early Years Challenge Fund
- Research Development Fund, Hamilton Health Sciences
- Dr. Charles Cunningham, Jack Laidlaw Chair in Patient-Centred Health Care
- · Ken Deal, McMaster University
- · Our trusty crew of researchers

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How do we improve the delivery of parenting courses?

- A core principle of family centered care is listening to families and children's preferences.
- We often use surveys to ask about single qualities or attributes.
- This makes it difficult to understand the interaction of these attributes.

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Why is answering this question important?

- Parenting courses have been shown to be a cost-effective intervention.
- While waiting times for many services grow, parenting groups are often not full.
- In the absence of evidence, services tend to be designed to suit providers, not clients.

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The Perfect Doctor

- Has years of clinical experience.
- Just graduated and has up-todate skills and knowledge.
- Always has time for my questions.
- Never runs behind schedule.
- Is available to me 24/7.
- · Is never tired or cranky.



What are Discrete Choice Experiments?

- A method for determining the relative importance (or utility) of specific qualities (or attributes) that consumers use to select a product.
- Developed in the marketing field to determine product features.
- Increasingly used in public policy decision-making

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Why Choice Methodology?

- Enables the evaluation of multi-attribute services, similar to the real world task.
- · Choices prompt in depth reflection.
- · Reduce social desirability biases.
- Allow for analysis of tradeoffs.
- · Identification of latent preference segments.
- · Allows simulation of optimal service design.

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Parent Preferences for Parenting Groups

- Sample of 300 parents with a child in kindergarten, with over-sampling in urban schools.
- Sampled in mid-sized industrial community.

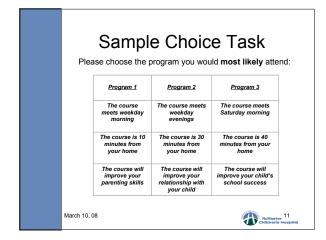
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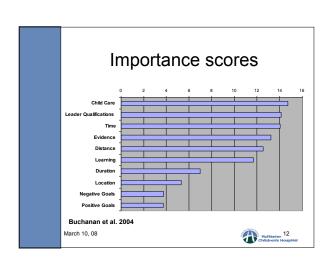


Attributes

- Course time and day
- · Course location
- · Course Duration
- Distance to meetings
- Child Care
- · Learning process
- Positive worded program benefits
- Negative worded program benefits
- Leaders experience
- Evidence supporting the program





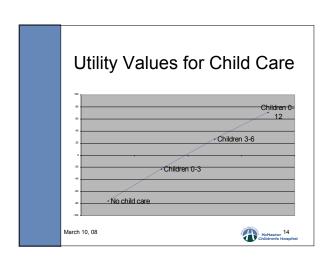


Child Care

- "there is no child care"
- "there is child care for children 0-3 years of age"
- "there is child care for children 3-6 years of age"
- "there is child care for children 0-12 years of age"

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Leader Qualifications

- "the leader is a pre-school teacher"
- "the leader is a child therapist"
- "the leader is an experienced parent"
- "the leader is a public health nurse"

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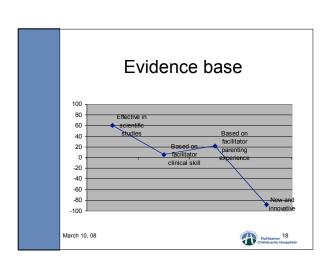




Evidence Base

- "the course is proven effective in scientific studies"
- "the course is based on the facilitators parenting experience"
- "the course is based on the facilitators clinical experience"
- "the course is new and innovative"





Segmentation

- Different groupings of clients have similar preferences.
- If there was a "right" way to sell cars, then Ford would only run one car ad.
- By segmenting our clients, using latent class analysis, we can identify specific attributes that will increase utilization of our services by those clients.

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Results of Segmentation

- · Segment 1.
 - Demographically lower risk.
 - Higher education levels.
- Greater likelihood of employment.
- Segment 2.
 - Demographically higher risk.
 - Lower education levels.
 - Less likely to be employed.

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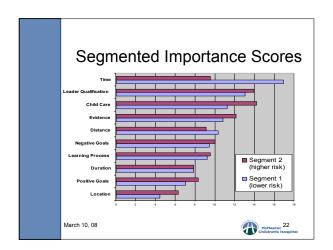


Applying This Knowledge

- The ranking of attributes was similar in both segments, i.e. logistical attributes were most important.
- By comparing differences in the utility values of some attributes, differences between the segments were found.

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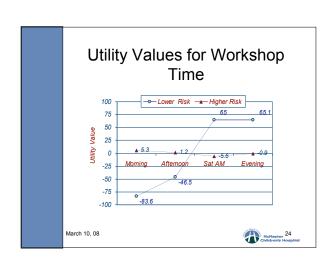




Targeting Clients

- The greatest difference was in the workshop time.
- Segment 1 clients had strong preferences for evening and Saturday mornings, while Segment 2 clients did not have strong preferences for a particular time.



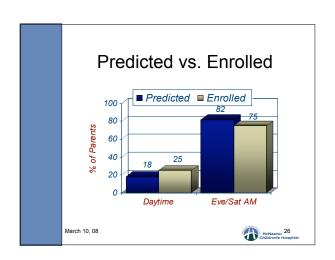


Market Simulation

- Market simulation predicted that Saturday morning courses would improve utilization by Segment 1 parents.
- When Saturday morning sessions were added, utilization increased as predicted.

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Parent Preferences for Information about CMH

- · 1200 parents.
- On wait-list for children's mental health services at six large children's mental health agencies.
- Quantitative Consumer Preference Modelling using Discrete Choice Methods

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Qualitative Methods

- 6 focus groups, 3 fathers and 3 mothers, with a total of 43 parents
- Groups were videotaped and verbatim transcripts prepared.
- N6, a QSR qualitative research program was used to analyze the focus groups.

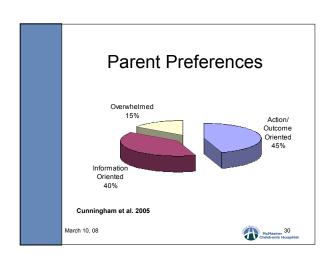
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Quantitative Methods

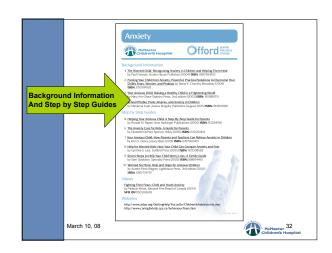
- · Choice-based conjoint survey.
- Attributes developed from themes identified in parent focus groups.
- Surveys available on-line and through paper and pencil versions.



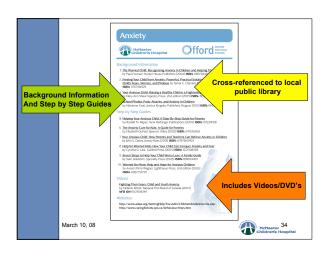


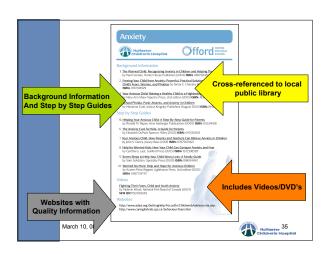
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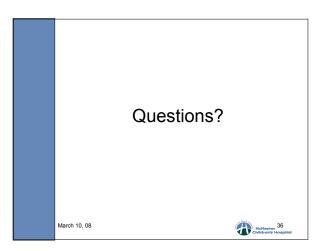












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