

Title	FACTORS AFFECTING PHARMACISTS' INTENTION TO CONSULT PHYSICIANS ON DRUG-RELATED PROBLEMS IN OUTPATIENTS WITH CARDIOVASCULAR DISEASES
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Abstract

The present study aimed to: 1) identify pharmacists' attitudes, subjective norms, perceived behavioral controls and intention to consult physicians on drug-related problems (DRPs) 2) compare attitude, subjective norm and perceived behavioral control between pharmacists reporting higher versus lower intention on physician consultation; and 3) identify factors affecting pharmacists' intention to consult physicians on DRPs based on the Theory of Planned Behavior (TPB). Data were collected by a structured questionnaire developed specifically for this study. Participants were pharmacists who worked at hospitals in 9 provinces in the lower northern region of Thailand.

Of the 366 questionnaire disseminated, 236 were returned (64.48%), 232 were usable (63.39%). Pharmacists reported high intention to consult physicians on DRPs (mean score 31.29 ± 6.53 , possible score ranging from 6 to 42). Overall Pharmacists reported high score on attitude toward the behavior (mean score 25.54 ± 2.66 , possible score ranging from 4 to 28), high score on subjective norm (mean score 15.10 ± 3.36 , possible score ranging from 3 to 21), but moderate score on perceived behavioral control (mean score 15.18 ± 2.95 , possible score ranging from 3 to 21). Pharmacists who reported higher versus lower intention, classified by the median intention score, had statistically significant differences in almost all scores derived from the products of

behavioral beliefs and outcome evaluations. Also, significantly differences in all scores derived from the products of normative beliefs and motivation to comply were observed. In contrast, only two scores derived from the products of control beliefs and perceived powers were significantly different between high versus low intention groups. Consistent with these findings, a multiple regression analysis demonstrated that only attitude ($\beta = 0.253$, $t = 3.247$, $p = 0.001$) and subjective norm ($\beta = 0.162$, $t = 2.343$, $p = 0.020$) significantly predict pharmacists' intention to consult physician on DRPs.

In conclusion, pharmacists report high intentions to consult physicians on DRPs in outpatients with cardiovascular diseases. Pharmacists who differ in their levels of intention possess significantly different attitudes and social norms. Both attitude and social norms significantly predict intention to consult physicians. Thus, pharmacists' attitude and social norm are important targets in increasing their intentions to consult physicians on DRPs.