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1 **Patients with rotator cuff tendinopathy can successfully self-**  
2 **manage, but with certain caveats: a qualitative study**

3

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28

29 **Abstract**

30 **Objectives:** Evidence has emerged supporting the value of loaded exercises for rotator cuff  
31 tendinopathy but there are barriers that might prevent implementation of this intervention  
32 in the real-world. The purpose of this study was to explore these potential barriers with  
33 participants involved in a pilot randomised controlled trial (RCT) investigating a self-  
34 managed loaded exercise intervention.

35 **Design:** A qualitative study within the framework of a mixed methods design. Data was  
36 collected using individual interviews and analysed using the framework method.

37 **Setting:** One private physiotherapy clinic in northern England.

38 **Participants:** Six patients and two physiotherapists were purposively sampled from those  
39 allocated to the self-managed exercise group within the RCT.

40 **Results:** Three themes were generated: 1) Expectations and preferences, 2) Characteristics  
41 of an unsuccessful outcome, 3) Characteristics of a successful outcome. Most patients  
42 expressed expectations contrary to the philosophy of a self-managed approach. But this did  
43 not serve as a barrier when the intervention was offered within a positive and supporting  
44 environment where patients understood the reasons for undertaking the exercise,  
45 effectively self-monitored and engaged with pro-active follow-up. An early and appreciable  
46 response to therapy was also a key factor influencing continuing engagement with the  
47 exercise programme.

48 **Conclusion:** With certain caveats including the need to recognise and respond to individual  
49 characteristics, implement effective knowledge translation strategies and the need to  
50 engage with appropriately timed pro-active follow-up, the potential to implement  
51 programmes of self-managed loaded exercise for patients with rotator cuff tendinopathy in  
52 the real-world and in further research studies appears feasible but challenging.

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56 **Keywords:** rotator cuff, tendinopathy, qualitative research, self-management

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61 Word count: 3 237

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67 **Introduction**

68 Over recent years evidence has emerged supporting the value of loaded exercises for the  
69 treatment of tendinopathy and more recently this has been applied to the rotator cuff [1–  
70 3]. However, such exercises are frequently painful to perform, require the patient to take  
71 responsibility for their management, and such exercise prescription does not align with the  
72 clinical reasoning processes of many physiotherapists [4]. Thus, although there is emerging  
73 empirical evidence to support this approach there are real and significant barriers that  
74 might serve to prevent implementation in the real world [5].

75

76 This paper presents a qualitative investigation of these potential barriers that was  
77 undertaken alongside a pilot randomised controlled trial (RCT) designed to compare a self-  
78 managed loaded exercise programme versus usual physiotherapy treatment for rotator cuff  
79 tendinopathy [6,7].

80

81 **Methods**

82 **Design**

83 A qualitative study was undertaken within the framework of a mixed methods research  
84 design.

85 **Setting**

86 One private physiotherapy clinic in West Yorkshire, northern England.

87 **Participants**

88 A purposive sample of patients complaining of shoulder pain attributable to rotator cuff  
89 tendinopathy was recruited from the twelve patients who undertook a programme of self-  
90 managed loaded exercise within the pilot RCT. Patients were selected by the chief  
91 investigator (CL) to gain maximum variation in terms of age, gender and clinical outcome, as  
92 determined by change in Shoulder Pain and Disability Index (SPADI) from baseline to three  
93 month follow-up. As there were only two physiotherapists involved in the delivery of the  
94 intervention both were eligible for inclusion.

95 Initial recruitment to the pilot RCT included the procedure for gaining informed consent for  
96 taking part in a future related qualitative investigation. CL contacted patients by phone or e-  
97 mail to ask whether they would be willing to participate. If their response was favourable  
98 then a convenient time to undertake an interview was scheduled at the patient's home or  
99 physiotherapy clinic.

### 100 **Data collection**

101 Interviews were directed by semi-structured topic guides (Appendices 1 and 2), recorded  
102 using a digital voice recorder and transcribed verbatim. All interviews were conducted by CL.  
103 The participants were aware that CL was a researcher undertaking the study and also a  
104 physiotherapist by background.

### 105 **Data Analysis**

106 The qualitative data were analysed independently by CL using the framework method of  
107 analysis [8]. The framework method has been developed specifically for applied research in  
108 which the objectives of the investigation are set *a priori* [9]. Analysis began with data  
109 familiarisation which underpinned the development of a thematic framework. The  
110 framework formed the basis upon which key issues and themes were developed and by  
111 which the data were examined. Subsequently the data were indexed according to the  
112 framework before a charting process took place; where the data were organised according  
113 to the defined thematic framework. Finally the charts were used to define concepts and find  
114 associations to provide explanations for the findings [8,9]. The analysis was subsequently  
115 checked with reference to the original transcripts and verified by another researcher (PM)  
116 which did not result in significant amendment.

### 117 **Results**

118 Eight participants were recruited; six patients and two physiotherapists. Three of the  
119 patients were male (50%), age range was 51 to 74 years (mean 64.7 years) and the change  
120 in SPADI score ranged from +3.1, indicating worse status, to -42.3, indicating improved  
121 status, (mean change -19.7). Both of the physiotherapists were female, each with greater  
122 than 20 years of experience working as physiotherapists in a variety of settings.

123 Three main themes were generated: 1) Expectations and preferences, 2) Characteristics of a  
124 successful outcome, 3) Characteristics of an unsuccessful outcome. Successful treatment

125 outcome was determined by change in SPADI where a 10 point change is regarded as a  
126 minimal clinical important difference and hence was used as a cut-off point with greater  
127 change representing better outcome.

### 128 **1) Expectations and preferences**

129 The self-managed exercise programme required that patients took responsibility for the  
130 management of their condition and although they returned to the physiotherapist for  
131 follow-up, the focus of this return was to facilitate self-managed behaviour not to offer  
132 hands-on care [7]. However, at the outset it was evident that most of the patients expected  
133 physiotherapy to be therapist-led and include 'hands-on' intervention:

134 *'I expected a bit of a pummel actually and a bit of a tug about and somebody to go and*  
135 *make it all feel better.'* (ID 18)

136 This expectation was aligned to how the physiotherapists viewed their role:

137 *'I am very, very hands-on normally.'* (T2)

138 The patients' expectations appeared to be largely informed by previous experiences of  
139 physiotherapy. Prior to recruitment to the pilot RCT, patients were informed that they had  
140 an equal chance of being randomised to the self-managed exercise or usual physiotherapy  
141 treatment arm. However, when patients were allocated to undertake self-managed exercise  
142 these prior expectations appeared to contribute to resentful demoralisation:

143 *'I was quite sceptical I have to say when I went and we drew the envelope and it was, you've*  
144 *got, you know, self I thought ohh...that's not gonna do anything...I literally walked down the*  
145 *stairs of (the physiotherapy clinic thinking what av I signed up for!?)'* (ID 29)

146 This perspective was in keeping with the experience of the physiotherapists:

147 *'...there were a few crestfallen faces when they got the self-managed side of it.'* (T2)

148 The clear exception to this was one patient who had previously received extensive  
149 physiotherapy, incorporating a range of therapist-led interventions, without benefit and  
150 entered the trial hoping to be randomised to the self-managed exercise intervention:

151 *'...exercises erm I think that worked much better than periodic injections and err weekly*  
152 *physiotherapy.'* (ID 15)

153 However, for the majority of patients and the physiotherapists it was clear that their  
154 expectations and preferences did not align with the philosophy of self-management.

## 155 **2) Characteristics of an unsuccessful outcome**

156 It would be reasonable to expect that where expectations are not met treatment outcome  
157 would be compromised. In this situation, this was not always the case and a more complex  
158 relationship between expectations and outcome arose. In addition to reporting alternative  
159 expectations of physiotherapy, patients regarded as having an unsuccessful outcome also  
160 expressed concerns about the nature of their problem and whether self-managed exercise  
161 was an adequate intervention. Additionally, the patients described the role of the  
162 physiotherapist which, in some situations, seemed to compound the negative nature of  
163 their prior beliefs:

164 *'... well I think (physiotherapist) felt more or less straight away that it was unfortunate that*  
165 *I'd drawn the short straw in terms of that...'* (ID 37)

166 This narrative from the patient perspective was in concordance with opinion expressed by  
167 one of the physiotherapists, where it can be seen that prior beliefs might impact upon their  
168 role in this environment:

169 *'I think there are some clients who from interviewing them, doing the examination, that you*  
170 *get an idea of whether they would be compliant and appropriate, and others you just think*  
171 *it's totally inappropriate and a waste of time.'* (T1)

172 Despite these adverse factors, all patients reported that they initially engaged with the self-  
173 managed exercise programme. However, a key barrier to on-going engagement appeared to  
174 be a lack of an early and appreciable response to the therapy:

175 *'...I think that when you find that they're not making a great deal of improvement, you're*  
176 *less inclined to erm continue it.'* (ID 37)

177 Conversely, when the symptoms improved to a certain point, although not resolved, the  
178 impetus to continue was also challenged:

179 *'...I would continue if it was still badly hurting...'* (ID 13)

180 Despite our initial concerns that pain provoked whilst undertaking the exercise programme  
181 might serve as a barrier, this wasn't a significant concern that was expressed by the patients  
182 during the individual interviews. Also, patients did not express any anxiety about what the  
183 pain response meant in terms of tissue damage.

184 *'... I suppose you expect to have a little bit of pain but erm I certainly wasn't worrying about*  
185 *any long-term erm, erm problems.'* (ID 37)

186 This perspective wasn't shared by one of the physiotherapists:

187 *'...but they weren't sold by that idea. They didn't like the idea of that.'* (T1)

188 The self-managed exercise programme was designed to be progressive. This requires that  
189 the patients understand how to progress the exercise when indicated or regress if  
190 necessary. Following some early reported benefit from the exercise programme, one patient  
191 indicated subsequent difficulty as the symptoms failed to respond as the programme  
192 progressed. Despite this, they did not consider regressing the programme or seeking advice,  
193 indicating an external locus of control as a potential barrier:

194 *'I just followed whatever the next one was.....I just kept thinking I'll be glad when I go back*  
195 *and I might have something to do a bit easier or something.* (ID 17)

196 The self-managed exercise programme was also designed to facilitate engagement in terms  
197 of minimal time needed to undertake and master the exercise. Despite this, some patients  
198 still expressed concern about attributes of the intervention:

199 *'...at first it seemed like a big task to do, because it was an additional thing to do through the*  
200 *day.'* (ID 18)

201 Unexpectedly, disquiet was expressed about the simplicity of the intervention and hence its  
202 lack of potential effectiveness:

203 *'...to cap it all it's such a simple exercise...I just came out thinking waste of time.'* (ID 29)

204 In summary, a range of factors can be identified which might be associated with an  
205 unsuccessful clinical outcome and hence serve as a barrier to implementation in the real



206 world. These factors are wide ranging and include the role of prior beliefs, the role of the  
207 physiotherapist, attributes of the intervention, response to therapy and personal attributes,  
208 but they do not seem to act in isolation. Instead there appears to be a complex interplay  
209 between them which ultimately might impact upon the therapeutic response and  
210 experience.

### 211 **3) Characteristics of a successful outcome**

212 Although patients who regarded themselves as having a satisfactory experience still  
213 reported pre-treatment expectations not aligned with a self-managed exercise approach,  
214 prior beliefs about the source and nature of their problem were not expressed during the  
215 interviews. One patient reflected upon a prior experience in a different way:

216 *'I'd experienced a year and a half of physiotherapy and it brought about a relatively limited*  
217 *improvement.'* (ID 15)

218 Also, the influence of the physiotherapist was framed in a more positive way:

219 *'... she explained it very well and said what the aim was and that if it did hurt what to do.....I*  
220 *could ring her if I had problems, and she was very responsive, she rang me back the same*  
221 *day and said what to do...I felt very comfortable, very confident.'* (ID 18)

222 In addition to the support offered by the physiotherapist, one patient recognised the role of  
223 their partner in providing feedback and stimulating further engagement with the self-  
224 managed exercise programme during times when progress was slow:

225 *'My (partner) erm kept saying to me that (they) thought that I was complaining a lot less as*  
226 *time went on. I didn't feel that but she assured me that I was'* (ID 15)

227 The need for on-going support to facilitate successful engagement was also recognised by  
228 the physiotherapists. Patients also described personal traits that indicated self-efficacious  
229 individuals who took control of the programme:

230 *'...while I was waiting for the kettle to boil, I would do it...'* (ID 29)

231 *'...I kept my diary and I always wrote why I'd not done it so that I could think to myself well*  
232 *how can I fit that in then?'* (ID 18)

233 Other personal attributes were also described:

234 *'...I was driven to get rid of this pain really, so I thought I'm going to give this a really good*  
235 *go and do it properly.'* (ID 18)

236 *'I'm used to exercise and I know that repeated exercise improves strength and mobility.'* (ID  
237 15)

238 In some circumstances the physiotherapists felt able to identify patients who they expected  
239 would successfully engage with the self-managed exercise programme:

240 *'...I think it's a certain type of person where you're going to be able to have success with a*  
241 *regime of exercises and no hands-on, I would say... People who were very positive about*  
242 *life... they were usually quite outgoing, quite confident in themselves and quite determined.'*  
243 (T1)

244 However, despite these inherent individual traits, one patient reflected upon a previous  
245 episode of physiotherapy when engagement with a prescribed exercise programme was  
246 limited:

247 *'I didn't do them...I don't know - because I thought they were doing it for me. So I came back*  
248 *with the booklet but I didn't do them. I thought oh well, I'm going back next week.'* (ID 18)

249 Other attributes of the intervention which facilitated engagement were also recognised.

250 Whereas some patients had found aspects of the intervention difficult to implement, those  
251 patients who reported a successful outcome detailed different experiences:

252 *'...with it being such an easy exercise it...became part of a routine ...I would do, it was short,*  
253 *short and sweet. So it wasn't a case of having to find time to do it, it just naturally fell into a*  
254 *little sort of routine that I have.'* (ID 29)

255 With reference to the exercise diary which is used as a key component of the programme as  
256 a means of self-monitoring, one patient reflected:

257 *'...I stuck the sheet that I was given on the fridge so it was there in the kitchen to remind me*  
258 *every day.'* (ID 29)

259 Additionally, with regards to the pro-active follow-up by the physiotherapist, another  
260 patient recognised:

261 *'...I knew I was seeing (physiotherapist) on those regular appointments; it was every four*  
262 *weeks wasn't it? So because I knew I was seeing her, I didn't want to go to her and say I've*  
263 *not done it. So that was a motivator to me...'* (ID 18)

264 Importantly, despite initial feelings of demoralisation, patients experienced a favourable  
265 therapeutic response that persuaded them of the potential value of the programme to  
266 them:

267 *'...when I started seeing the results...I was so pleased with it that that motivated me on more*  
268 *and more to keep going.'* (ID 18)

269 *'...it just carried on improving erm and it made me realise how weak the arm was ...I was*  
270 *quite pleased that it came on so quickly.'* (ID 29)

271 Also, patients expressed an interesting opinion regarding pain and exercise:

272 *'...if it's not hurting it's not helping...'* (ID 13)

273 In summary, for some patients, expectations of what constitutes useful physiotherapy did  
274 not serve as a barrier to satisfactory treatment outcome with a self-managed exercise  
275 programme. This held true when the programme was offered within a positive and  
276 supporting environment where patients understood the reasons for undertaking the  
277 exercise and had means to self-monitor and return for pro-active follow-up. Response to  
278 therapy appeared to be a key factor influencing engagement. Individual traits, including self-  
279 efficacy, also appeared to play an important role in facilitating successful self-managed  
280 behaviour.

## 281 **Discussion**

282 The primary aim of this study was to explore participant experience and barriers that might  
283 serve to prevent implementation of the self-managed exercise intervention. Despite most  
284 patients expressing expectations of physiotherapy contrary to the philosophy of self-  
285 management, this did not serve as a barrier to successful treatment outcome when the  
286 intervention was offered within a positive and supporting environment where patients

287 understood the reasons for undertaking the exercise, effectively self-monitored and  
288 engaged with pro-active follow-up. Additionally, an early and appreciable response to  
289 therapy appears to have been a key factor influencing continuing engagement with the  
290 exercise programme.

291 Within the context of this study, most patients expressed discontent when randomised to  
292 the self-managed exercise arm of the pilot RCT; a phenomenon recognised in other areas of  
293 research as resentful demoralisation [10]. The importance of recognising patient  
294 preferences and meeting patient expectations as a means of improving treatment outcome  
295 is not a new phenomenon. The influence of expectations in clinical practice has long been  
296 recognised and patient preference trials have been developed for evaluation in research  
297 settings [10]. In this context, if a self-managed intervention is to be successfully  
298 implemented, the relevance of expectations needs to be recognised and pro-actively  
299 addressed through open discussion.

300 Interestingly, despite negative initial feelings, the patients reported that they still engaged  
301 with the intervention, in terms of adhering to the exercise programme. However, a key  
302 feature of continuing engagement appeared to be an early and appreciable therapeutic  
303 response. Where this did not happen, the motivation of some patients waned. This is a  
304 concern because worthwhile response to therapeutic exercise is generally expected to take  
305 time [11]. This highlights the need for educational strategies to foster more realistic  
306 expectations of prognosis but also indicates that pro-active follow-ups by the  
307 physiotherapists, in the form of a telephone call or clinic appointment, should be offered.

308 Prior concerns relating to pain, produced whilst exercising, as a barrier to engagement were  
309 not apparent here in relation to the patients at least. However, it was evident that patients  
310 had a level of acceptable pain response which, if exceeded, had the potential to impact  
311 negatively. When delivering the self-managed exercise intervention, physiotherapists would  
312 need to be aware of this when progressing the programme and also when working with  
313 patients to help them adapt the programme to their individual capacity which includes an  
314 understanding of how to regress the exercise but maintain engagement if the pain response  
315 becomes unacceptable.

316 The influence of the prior beliefs of the patients was evident but so too were the prior  
317 beliefs of the physiotherapists, which might impact upon delivery of the intervention. In a  
318 profession where therapist-led ‘hands-on’ intervention is regarded as a vital and central  
319 intervention [4,12], a move towards a self-managed approach represents a seismic shift  
320 which would need to be managed appropriately through, among other things, education  
321 and training relating to the theory and application of self-management.

322 In addition to the role of the physiotherapist, personal attributes of the patients were  
323 important, particularly self-efficacy, defined as the confidence to perform a specific task or  
324 behaviour [13]. Self-efficacious individuals were able to organise themselves and their  
325 lifestyle to incorporate the exercise programme. However, it does appear that the  
326 programme has the capacity to enhance individual self-efficacy through processes including  
327 knowledge translation, exercise/ skill acquisition, self-monitoring, goal setting, problem  
328 solving and pro-active follow-up and hence a self-managed approach in this context does  
329 not necessarily require wholly self-efficacious individuals at the outset.

### 330 ***Limitations***

331 This study was conducted with eight participants recruited via their involvement in a RCT  
332 and the data were collected and analysed by one individual. Although most readers would  
333 now not judge qualitative research from the perspective of its capacity to generate data  
334 regarded as being generalisable, such a context might hamper the transferability, credibility  
335 and confirmability of the findings. However, it is reassuring to note that the patient  
336 recounted similar ideas and themes, both in the positive and negative whilst reflecting upon  
337 their experience which might actually enhance both the transferability and credibility.  
338 Furthermore, the participants were fully aware of the chief investigator’s background and  
339 role in the research and in spite of this were not put off from relaying both positive and  
340 negative experiences. Finally, a transparent method of data analysis was adopted and the  
341 outcome of this was verified by a second researcher without the need for subsequent  
342 substantial amendment which does add to the confirmability of the output.

### 343 ***Conclusion***

344 With certain caveats including the need to recognise individual traits, implement effective  
345 knowledge translation strategies for both patients and physiotherapists and the need to

346 engage with appropriately timed pro-active follow-up the potential to implement  
347 programmes of self-managed loaded exercise for patients with rotator cuff tendinopathy in  
348 the real world and in further research studies appears feasible but challenging.

349 ***Ethical approval***

350 The protocol was approved by the School of Health and Related Research, University of  
351 Sheffield Research Ethics Committee on the 2<sup>nd</sup> December 2011 (Ref 0517/CAO) and the  
352 research was conducted according to the Declaration of Helsinki.

353

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### 367 **Conflict of Interest Statement**

368 The authors report no conflicts of interest.

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370 The funding body have played no role in the design, writing of the manuscript or decision to  
371 submit for publication.

372

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417 ***Appendix 1***

418 **Interview Topic Guide - Patients**

419

420 Thank you for agreeing to take part in this study and thank you for agreeing to discuss your  
421 experience.

422 Will you begin by briefly describing your shoulder complaint, how it affected you and whether it  
423 responded to the therapy?

424 Your treatment largely required you to undertake exercise independently. How did you feel about  
425 this?

426 Is this what you expected from physiotherapy treatment?

427 Did you encounter any problems completing the exercises?

428 In addition to completing the exercises independently, I also expect that at times they could be  
429 uncomfortable to do. Again, how did you feel about this?

430 Did you expect the exercises to be uncomfortable?

431 Did the discomfort associated with the exercise concern you?

432 Is there anything further you would like to mention or discuss?

433

434 Thank you for taking the time to discuss your experience.

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445 ***Appendix 2***

446 **Interview Topic Guide - Physiotherapists**

447

448 Thank you for agreeing to take part in this study and thank you for agreeing to discuss your  
449 experience.

450 Will you begin by briefly describing your background and experience in relation to shoulder  
451 disorders?

452 As part of the study, you were asked to deliver treatment as usual and treatment according to the  
453 research protocol. Did you find that the 2 approaches were significantly different from one another?

454 Did you encounter any problems delivering the loaded exercise intervention? For example, any  
455 concerns about prescribing exercises that were uncomfortable or any concerns about relying on the  
456 patient to self-manage their condition?

457 Did the patients report any concerns to you?

458 If this study were to be repeated on a larger scale with other physiotherapists, would you have any  
459 further advice to offer?

460 Is there anything further you would like to mention or discuss?

461

462 Thank you for taking the time to discuss your experience.

463

464