

# DACUM Research Chart for Massage Therapist

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Duties		← Tasks →				
<b>A</b>	<b>Perform Patient/Client Assessment</b>	A-1 Take patient/client health history	A-2 Review professional referrals	A-3 Discuss patient/client medical history	A-4 Determine patient/client contraindications	A-5 Evaluate patient/client frame of mind
<b>B</b>	<b>Perform Hands-On Therapy</b>	B-1 Prepare treatment room	B-2 Instruct patient/client on session preparation	B-3 Prepare self for session (e.g., wash hands, get focused)		B-4 Execute treatment plan with selected technique(s)*
<b>C</b>	<b>Provide Patient/Client Education</b>	C-1 Provide session feedback to patient/client	C-2 Offer post treatment recommendations to patient/client	C-3 Explain possible post treatment side effects to patient/client	C-4 Propose patient/client future treatment plan	
<b>D</b>	<b>Manage Business Operations</b>	D-1 Obtain necessary license(s) (e.g., medical, vendor, business)		D-2 Establish a practice location	D-3 Develop a communication system (e.g., phones, voice mail, answering machine/service)	
		D-9 Maintain financial records	D-10 Manage business income	D-11 Manage accounts payable	D-12 Maintain supplies & equipment	D-13 Maintain business facility
<b>E</b>	<b>Manage Business Development</b>	E-1 Develop business mission statement	E-2 Develop strategic business plan	E-3 Perform community/business survey	E-4 Identify business competition	E-5 Develop financial plan
		E-12 Promote professional services (e.g., publish articles, interviews, volunteering, and presentations)		E-13 Review plan based on business experiences		
<b>F</b>	<b>Pursue Personal Professional Development</b>	F-1 Develop personal mission statement	F-2 Create professional development plan	F-3 Read related professional publications	F-4 Participate in workshop(s), seminar(s)	F-5 Obtain advanced/additional certification
<b>G</b>	<b>Provide Service To Community &amp; Profession</b>	G-1 Participate in professional organization	G-2 Publish professional articles	G-3 Participate in related research projects	G-4 Mentor novice practitioners	G-5 Share information & experience with peers

## \*Techniques

Swedish  
Craniosacral therapy  
Myofascial release  
Neuromuscular therapy  
Reflexology  
Rolfing  
Lymphatic drainage  
Reiki

Polarity  
Touch Therapy  
Acupressure  
Trigger point therapy  
Feldenkrais  
Hellerwork  
Chair massage  
Infant massage

Hot stones  
Watsu  
Lomi lomi  
Raindrop therapy  
Healing touch  
Tuina  
Qigong  
Trager

Ayurvedic  
Thai massage  
Applied kinesiology  
Orthobiotomy  
Russian massage  
Bengwiga  
Positional release  
Shiatsu

A-6 Perform patient/client physical assessment	A-7 Develop patient/client sessions treatment plan*	A-8 Establish mutual treatment expectations with patient/client		A-9 Clarify patient/client rights	A-10 Consult with other professionals	
B-5 Revise treatment plan as needed	B-6 Communicate with patient/client when necessary		B-7 Instruct patient/client on session conclusion			
C-5 Refer patient/client to additional professional help (as needed)		C-6 Offer patient/client self-help activities**				
D-4 Manage employees (e.g., hire, fire, schedule, review, train)		D-5 Obtain insurance policies (e.g., professional, liability, premises, health)		D-6 Schedule patient/client appointments	D-7 Maintain patient/client records	D-8 Prepare treatment follow-up reports
E-6 Develop professional image	E-7 Develop graphic identity (e.g., business cards, logo)		E-8 Articulate professional services offered	E-9 Present self & services to community	E-10 Participate in professional networking	E-11 Advertise professional services
F-6 Complete related courses (e.g., on-line, college)	F-7 Attend related conferences/conventions	F-8 Maintain personal health and well being	F-9 Re-evaluate techniques based on experience		F-10 Research professional information on the Internet	F-11 Establish mentor relationship(s)
G-6 Donate resources & services	G-7 Volunteer professional services	G-8 Promote massage therapy as a profession (e.g., speaking, lecturing, presentations)				

**\*\*Self-Help Activities**

- Ergonomic modifications
- Remedies for postural conditions
- Stretches for problematic muscles
- Ice/heat as appropriate
- Breathing exercises
- Written resources
- Stress reduction techniques

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## General Knowledge and Skills

Anatomy  
Physiology  
Pathology  
Communication skills (written, verbal, listening)  
Organizational skills  
Multi-tasking skills  
Networking skills  
Basic massage techniques  
Therapy rules & regulations  
Interpersonal skills  
Project management skills  
Computer skills  
Research skills  
Knowledge of hygiene  
Time management skills  
Basic business skills  
Know how to be a good employee  
Record keeping skills  
Maintaining client/patient confidentiality  
Physiological effects of massage techniques  
Adept at nonverbal communication

## Tools, Equipment, Supplies and Materials

Massage table	Room decorations
Massage chair	Examination gloves
Bolsters	Cleaning supplies
Pillows	CD player
Sheets	CDs, music
Blankets	PCs
Hydrocollators	Telephone
Thermafores	Wall charts
Hot rocks	Sink
Lubricants	Hot towel caddy
Hot wax	Microwave
Vapo-coolant spray	Ice Packs
Medical history forms	Refrigerator
Office supplies	
Copier	
File cabinets	
Examination stools	
Educational references	

## Worker Behaviors

Professional image	Empathy
Compassion	Self-motivated
Respect	Responsibility
Patience	Service oriented
Caring	Good listener
Flexible	Know your professional limitations
Trust	Accountable
Rapport	Knowledgeable
Ethical	Ability to motivate others
Reliable	Cooperative with colleagues
Sensitive	Enjoys patient/client interaction
Organized	Effective communicator
Open-minded	Able to work with clear intent
Good listener	
Creative	
Respect boundaries	
Positive self-esteem	

## Future Trends and Concerns

Increased acceptance as a mainstream profession  
Changes in perceived value of services by the general public  
Perception of massage as an entry career for young people  
Proliferations of massage schools  
Greater diversity of employment opportunities  
Not enough scientific research about what is being taught/practiced  
Changes in licensing requirements  
Potential of increased regulation  
Changes in medical delivery system  
Limited insurance reimbursement  
Concern about the quantity of therapist entering the profession  
Increased public awareness of the profession  
Absorption into allopathic medicine  
Become educated out of the market  
Too many types of techniques being taught  
Concern about the quality of the therapist  
Concern about entry-level qualifications  
Lack in commonality of terminology