

DACUM Research Chart for Massage Therapist

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Duties		Tasks				
A	Perform Patient/Client Assessment	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	Perform Hands-On Therapy	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)*
C	Provide Patient/Client Education	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
D	Manage Business Operations	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
E	Manage Business Development	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		
F	Pursue Personal Professional Development	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
G	Provide Service To Community & Profession	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

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