



Making Science Matter in Clinical Practice: Redefining Psychotherapy

Larry E. Beutler, Pacific Graduate School of Psychology, Stanford University College of Medicine

Evidence suggests that the well-known chasm that exists between science and practice may be maintained less by the intransigence of practitioners than by the failure of scientists to: (a) offer a workable model of how to integrate science to clinicians and (b) to recognize how weak the evidence is for certain widely held beliefs about the nature of empirically supported treatments (ESTs). A rational weighing of the status of current evidence behooves scientists to take another, more careful look at why ESTs have failed to distinguish themselves from other treatments and to use this information in framing a broader approach to psychotherapy research.

Key words: empirically supported treatment, methodology, principles of change, psychotherapy, research-informed practice, systematic treatment selection. [*Clin Psychol Sci Prac* 16: 301–317, 2009]

Originally, the preponderance of this article was prepared and presented as an invited address for the 2008 American Psychological Association meeting in Boston. It was originally to be addressed to clinicians under the title, “Why Science Matters to Clinicians, Even if They Don’t Know It.” As I was reviewing the research literature in order to develop this latter theme, however, it rapidly became apparent that there was consid-

erably less evidence than I had supposed to suggest that science mattered or should matter to clinicians. As I tried to summarize an arsenal of research findings, I concluded that under the original title, I could make only three relatively weak points: (a) Psychotherapy works better than no treatment at all and about as well as or better than most other treatments for most problems; (b) Many things that are done in the name of psychotherapy do not work and in fact can be harmful; and (c) both the therapist and the patient are important to the outcome of psychotherapy. There was not a lot of earthshaking news there.

As I struggled unsuccessfully with how to make these obvious points meaningful and interesting, it occurred to me that the problem was that I was speaking to the wrong audience. My intended audience of clinicians already knew these things. Contemporary scientific findings, I realized, had much more to say to scientists than to clinicians about what would advance our understanding and optimization of clinical effects. More specifically, I became convinced that scientists were intentionally obscuring many important results because of an unwarranted devotion to a limited number of scientific methods. In fact, I came to believe that they may be using methods and defining psychotherapy and research-informed practice in ways that hindered clinicians from being optimally effective. As I believed (and still do) that scientific methods offer the best hope of finding optimal and effective ways to intervene with behavioral health problems, I was forced to re-think what science has given us and then to identify the disconnects between scientific assertions and scientific evidence.

I began by revising my title—“Making Science Matter in Clinical Practice: Redefining Psychotherapy”—

Address correspondence to Larry E. Beutler, Pacific Graduate School of Psychology, 405 Broadway St., Redwood City, CA 94063. E-mail: larrybeutler@yahoo.com.

Portions of this article were originally presented under a different title as an invited address at the 2008 American Psychological Association meetings in Boston, Massachusetts.

1 in order to capture the new direction I was compelled to
2 take. Under this revised title, the primary objective of
3 this article became that of stimulating a dialogue about
4 the nature of “Research-Informed” practices that (I
5 hope) will result in a more practice-friendly role of
6 research than is currently used in the contemporary
7 empirically supported treatment (EST) movement.

8 To stimulate the desired discussion and, at the same
9 time, to dispel the notion that I have reached this point
10 in developing and then reconstructing this article while
11 maintaining a dispassionate objectivity, I will begin
12 with my conclusions. I believe the evidence and argu-
13 ment that I will make confirm that there is a pressing
14 need to: (a) establish a broad research agenda and asso-
15 ciated armamentarium of procedures to replace the
16 limited one that seems to have shackled clinical sci-
17 ence in the past 30 years; and (b) revise our definition
18 of “Research-informed psychotherapy practice” so
19 that it addresses those factors that actually comprise
20 psychotherapy.

21 At the risk of offending some, but within the guide-
22 lines for which I was originally invited to present this
23 article at the American Psychological Association con-
24 vention, I will illustrate the advantages of the conclu-
25 sions and definitions that I will propose by reviewing a
26 coordinated series of studies from my own laboratory. I
27 hasten to emphasize that this use of my own research
28 rather than that of others reflects my familiarity with
29 the subject matter; it is not an assertion of some special
30 calling that only I can hear. It is offered not as proof of
31 the validity of the findings which were obtained in
32 these studies, but to illustrate some compelling findings
33 that have arisen from employing a focused sequence of
34 studies that arise directly from an explicit decision to
35 broaden the definitions that are applied both to psy-
36 chotherapy and evidence-based practice. The findings,
37 of course, are also interesting, I believe, and will be
38 used to illustrate the kind of conclusions that may arise
39 from incorporating the broad definitions of practice
40 and science for which I will argue as a backdrop to
41 these examples.

42 **MYTHS ABOUT EMPIRICALLY SUPPORTED PSYCHOTHERAPY**

43 Humankind has always been concerned with what
44 identifies “truth” and how it is distinguished from
45 strongly held but inaccurate beliefs. In the earliest his-

46 tory of humans, “truth” was considered to be the
province of religious authorities. Beliefs that were at
odds with those “truths” that emanated from learned
prophets and religious leaders were judged to be myths
or heresy. Early scientists offered an alternative to the
pronouncements of religious authorities based on dis-
covery and objectively observed evidence. The con-
temporary struggle between the use of theory-driven
interventions or research-derived ones represent a
modern remnant of this ancient conflict between the
value of authoritative versus discovered “truth.” The
former perspective places relatively more emphasis on
the views of charismatic scholars and relatively less on
quantifiable measurement. Conversely, and perhaps
with equally poor insight into its dangers, the latter
often places relatively more emphasis on the method of
“knowing” than on what specifically is known.

A more obscure parallel with this historical conflict
of world views is I believe found within the scientific
community itself. Like the devotion to oracles of
knowledge that is seen in times past, one perspective
within the field of research-informed practice (RIP)
places its faith in a particular scientific method of inves-
tigation that is used rather than in a variety of scientific
methods whose appropriateness to the questions asked
may vary with the nature of the variables studied. In
this latter view of science, one has no devotion to a
particular research design and constructs, develops, or
employs the method that is the most reasonable fit to
the types of questions asked.

To the degree that the effort to identify EST or
research-informed psychotherapies is viewing evidence
through the lense of a single or preferred research
methodology, when there are several competent meth-
ods available, is the degree to which the scientist has
fallen prey to worshipping the method rather than
“truth.” A cardinal value of science is openness within
a discovery-based system that is guided by the ques-
tions asked rather than by the method used to answer
them. By automatically excluding certain scientifically
respectable methods in favor of a single “gold stan-
dard,” scientists of this ilk have merely transferred the
mantel of authority from a person to a method.

Let me illustrate the implications and perhaps, even
the value of this assertion with a thought experiment.
Regardless of whether you consider yourself more of a

1 scientist than a practitioner or vice versa, answer the
2 following three questions *as you believe the preponderance*
3 *of scientific studies has found.*

- 4
- 5 1. (True or False) Psychotherapy would be more
6 effective if everyone practiced an “Empirically-
7 Supported Treatment.”
- 8 2. (True or False) Cognitive and cognitive-behavioral
9 therapy are more effective than relational
10 and insight-oriented forms of psychotherapy.
- 11 3. (True or False) The relationship between the
12 patient and therapist determines most of the
13 meaningful outcomes that can be attributed to
14 psychotherapy.
- 15

16 How certain are you that these conclusion are
17 “true.” And, how have you derived this level of cer-
18 tainty? Does your answer depend on what you have
19 heard some “expert” say at a meeting? Or, does it just
20 fit with your own theory of what “should” be true,
21 rationally? Or, do you remember a research study that
22 addressed these questions?

23 The following paragraphs will inspect the evidence
24 for these beliefs as derived from a series of meta-
25 analyses which have identified and assessed the relative
26 importance of the factors that contribute to psycho-
27 therapy outcome. I have chosen to limit my discourse
28 to the results of meta-analysis because this method is
29 specifically adapted to speak to the issues of replicability
30 and consistency of research findings. In particular, as
31 the literature is far too vast to review exhaustively in
32 the current article, meta-analysis avoids the problems of
33 inadvertently cherry picking results in order to support
34 a preconceived opinion.

35 Meta-analysis offers a way of combining results
36 across studies and as such, allows us to determine what
37 trends and effects are present when the potential of
38 errors that exist in individual studies are averaged out.
39 Such analyses average the effects found in all the avail-
40 able studies that meet defined criteria and report them
41 as that proportion of a normal curve that separates the
42 compared treatments. This comparison, or *effect size*
43 (ES), is reported as the statistic, *d*.

44 It should be said that meta-analyses are not without
45 their problems. For example, they are not sensitive to
46 the variations of outcome that may accrue from slight

changes in the methods of selecting patients and imple-
menting treatments, and they assume that all treatments
within a class or brand name are very similar. None-
theless, these disadvantages are outweighed by the
advantages of being able to objectively identify patterns
across a large number of studies.

**ASSERTION 1: PSYCHOTHERAPY WOULD BE MORE EFFECTIVE
IF EVERYONE PRACTICED AN “EMPIRICALLY-SUPPORTED
TREATMENT”**

There are many scientists and scholars who would
probably accept this assertion as being true, on its face.
For evidence, they would probably cite two bodies of
research. One of these would be drawn from the many
studies and meta-analyses that have demonstrated that
psychotherapy is an effective means of treatment when
it is compared to the outcomes of those who have
received no treatment, a delayed treatment, or a pla-
cebo treatment (e.g., Beutler et al., 2003a; Shapiro &
Shapiro, 1982; Smith, Glass, & Miller, 1980;
Wampold, 2001). Typically, such comparisons earn ES
estimates ranging from $d = .60$ to $d > 1.0$ and average
around $d = .80$), testifying to psychotherapy’s effective-
ness when treated patients are contrasted with those
who receive no treatment.

The other body of literature cited would be that
derived from the many task force reports that identify
the treatments that have met the various criteria that
have been used to identify ESTs. Almost universally,
such criteria require treatments to have been shown to
be effective in two or more randomized clinical trial
(RCT) studies (e.g., see reviews of these task force
findings in Chambless & Ollendick, 2001 and in
Beutler et al., 2003a). Over 150 models and brands of
psychotherapy have met criteria established by one or
more of a dozen task forces and have done so with suf-
ficient strength as to be identified as being empirically
supported.

Unfortunately, both of these bodies of literature are
frequently but incorrectly interpreted as support for the
value of ESTs over the usual treatments that are used.
Neither of these bodies of literature, however, has
directly compared manualized and structured psycho-
therapies that may be identified as an EST, with ther-
apy as usual (TAU) in clinical settings. Fortunately,

1 direct comparisons of ESTs and TAU's have been done
2 and an answer to the first question is possible.

3 In a meta-analytic comparison of 90 studies
4 2(Shadish, Matt, Navaro, & Phillips, 2000), all of which
5 compared a research-based, EST treatment and a
6 "treatment as usual" condition, revealed few differ-
7 ences in the benefits achieved. The sum of the various
8 ESs averaged about zero indicating that ESTs and
9 TAU's obtained equivalent results across patient popula-
10 tions, including both clinically representative and non-
11 representative samples.

12 In a large mega-analysis, which combined the results
13 3of 302 meta-analyses, Lipsey and Wilson (1993) found
14 a similar result. Each of the separate meta-analyses were
15 restricted to studies that compared a research-based
16 form of psychotherapy with various naturalistic and
17 typically offered interventions that were largely based
18 on psychoeducational models of change. The authors
19 found that highly structured, research treatments and
20 the usual naturalistic treatments applied in uncontrol-
21 led, clinical and educational settings achieved equiv-
22 alent results. As before, the ESs were near or at zero.

23 A concern with the foregoing analysis, however,
24 was that it did not systematically differentiate between
25 comparisons that used real clinical populations and
26 those that used analog or minimally distressed popula-
27 tions. Nor did this latter analysis distinguish among true
28 psychotherapy conducted by psychotherapists and
29 either educational interventions or those that used
30 student therapists.

31 A third meta-analysis corrected for the foregoing
32 problems (Wampold, 2001). This latter analysis
33 included only those studies that contrasted various
34 treatments within actual clinical settings, using treat-
35 ments that were applied to actual patients and that
36 were conducted by experienced psychotherapists. All
37 identified treatment types were compared with one
38 another. The obtained mean ES associated with these
39 comparisons was again zero—the structured and
40 "proven" treatments did not differ from the usual
41 treatments or with less structured ones.

42 This latter study also provides a good illustration of
43 the advantages of using meta-analysis rather than simply
44 a subjective review of studies in addressing these
45 important questions. While the mean ES was zero, the
46 results of individual studies varied from one to another.

Depending on one's proclivities, therefore, a subjective
review could emphasize either those studies whose
results favored an EST over a TAU (e.g., Schulte,
Kunzel, Pepping, & Schulte-Bahrenbert, 1992) or
those that favored a TAU over an EST (e.g., Emmelkamp,
Bouman, & Blaauw, 1994). It should be no surprise,
therefore, that impressionistic, nonmeta-analytic
reviews of literature often result in diametrically
opposed conclusions in including very different bodies
5of research (e.g., Addis & Cardemil, 2007a,b vs
6Ollendick & King, 2007).

ASSERTION 2: COGNITIVE AND COGNITIVE-BEHAVIORAL THERAPY ARE MORE EFFECTIVE THAN MOST RELATIONAL OR INSIGHT-ORIENTED FORMS OF PSYCHOTHERAPY

Among both research-minded practitioners and
research-oriented academic psychologists, it is com-
monly thought that cognitive and cognitive-behavioral
therapies are more effective than other procedures, par-
ticularly psychodynamic and relationship-based ones
(Beutler, Williams, Wakefield, & Entwistle, 1995). This
impression probably arises from three sources: (a) a few
highly cited studies that have found differences favoring
these latter therapies, (b) early meta-analysis that
reported such differences, and (c) the general popularity
of cognitive therapy in research studies and among
research-oriented professionals.

Meta-analysis confirms that there are wide variations
among the ESs when research treatments are compared
against no-treatment comparison groups (Smith et al.,
1980). Smith et al. (1980)—the original large-scale
meta-analysis of psychotherapy—found ESs that varied
from about .40 to over 1.20. In their analysis, as well
as in a follow-up analysis by Shapiro and Shapiro
(1982), the strongest ESs were obtained by cognitive
and cognitive behavioral therapies. This finding may
have contributed to the perception that these latter
therapies are more effective than other treatment
models.

By the same token, in those analyses that have spec-
ifically addressed the question of the relative effects of
cognitive therapies, there often has been a weak trend
favoring these treatments (e.g., Beutler, Machado, &
7Neufeldt, 1994; Smith et al., 1980; Shapiro & Shapiro,
1982). However, it became apparent soon after meta-
analyses became popular that different studies employed

1 varying levels of structure within the targeted treat-
2 ments, provided different amounts of training to thera-
3 pists in the different conditions, and used outcome
4 measures that varied widely in reactivity. More impor-
5 tantly, these variations systematically were clustered
6 such that studies of cognitive therapies were almost
7 always characterized by having the most structured
8 treatments, the most highly trained therapists, and the
9 most reactive measures, relative to the studies of vari-
10 ous comparison treatments. The observed differences in
11 ESs disappeared when these artifacts were cor-
12 rected—when the treatments were equally structured,
13 when measures were adjusted for reactivity, and when
14 the treatments were delivered with equal skill. These
15 latter, null findings have been confirmed in all system-
16 atic meta-analytic comparisons of cognitive and non-
17 cognitive therapies that have corrected for these
18 contaminating factors. Systematic and direct, head-
19 to-head comparisons of cognitive and cognitive-
20 behavioral models pitted against psychodynamic therapy,
21 interpersonal therapy, experiential therapy, and other
22 insight models, have failed to yield reliable and strong
23 differences favoring the cognitive therapies. The first
24 such comparison was conducted by Smith and Glass
25 (1977) in a comprehensive analysis that included every
26 study of counseling and psychotherapy available at the
27 time. This first excursion into the use of meta-analysis
28 yielded some differences in favor of cognitive and cog-
29 nitive-behavioral therapy, findings that were repeated
30 when the authors published their findings in a book
31 (Smith et al., 1980). However, in the latter report, the
32 authors corrected their findings by adjusting for the
33 variations in the reactivity of the outcome measures
34 and noted that under these circumstances, the differ-
35 ences disappeared. This led them and authors of later
36 meta-analyses to accept what has come to be called,
37 the Dodo bird verdict (Luborsky, Singer, & Luborsky,
38 1975). That is, all psychotherapies, structured or not
39 and cognitive or not, produce essentially equivalent
40 findings when tested against one another (e.g., Berman,
41 Miller, & Masserman, 1985; Grissom, 1996; Shapiro &
42 Shapiro, 1982; Wampold, 2001).

43 In perhaps the most carefully done meta-analytic
44 assessment of the specific effects of cognitive therapies,
45 Wampold, Mondin, Moody, Stich, Benson, and Ahn
46 (1997) clustered all treatments into classes (e.g., cogni-

47 tive, cognitive-behavioral, psychodynamic, etc.) and
48 then compared each class of treatment with every other
49 class and every treatment within a class with others
50 from that same class. The best estimate of an overall,
51 mean ES representing these comparisons was zero. Cognitive
52 therapy accounted for less than 1% of the
53 variations in outcomes among the therapies. An inspec-
54 tion of these effects broken down by specific disorders
55 does not change the picture. Cognitive and cognitive-
56 behavioral therapies rarely are shown to overshadow
57 the effects of dynamic and relationship therapies. In
58 fact, at least one recent meta-analysis compared long-
59 term, psychodynamic therapies with cognitive therapy
60 and concluded that, at least among patients with per-
61 sonality disorder and other chronic problems, dynamic
62 insight-oriented therapies may be treatments of choice
63 (Leichsenring & Rabung, 2008). This latter meta-
64 analysis, at the very least, adds to the consistency of the
65 evidence indicating that there is little advantage for
66 cognitive therapy when compared with relationship
67 and insight models of treatment, even among patients
68 with serious anxiety disorders and depression.

**ASSERTION 3: THE RELATIONSHIP BETWEEN THE PATIENT
AND THERAPIST DETERMINES MOST OF THE MEANINGFUL
OUTCOMES THAT CAN BE ATTRIBUTED TO PSYCHOTHERAPY**

69 An alternative to the perspective that structured,
70 research-based (EST) treatment method determines the
71 preponderance of change in psychotherapy has been
72 advanced by scholars who disagree with the emphasis
73 that RCT research methods give to brand name mod-
74 els. This alternative asserts that the principle effects of
75 psychotherapy are derived from the quality of the
76 interpersonal alliance or working relationship that
77 develops between the patient and the therapist, rather
78 than from the brand of therapy used (Norcross, 2002).
79 This is a persuasive argument, and like the belief that
80 some treatments are better than others, has earned the
81 devotion of a large group of scholars and even a larger
82 number of clinical practitioners. And, like the evidence
83 that psychotherapy is effective, there is a broad range
84 of research that confirms that there is a positive corre-
85 lation between the strength of the therapeutic alliance
86 or relationship and the amount of therapeutic change
87 observed (e.g., Duncan & Miller, 2000; Norcross &
88 Lambert, 2006; Wampold, 2001; Westin, Novotny, &

10Thompson-Brenner, 2004). However, these studies leave unanswered the question of how much the role the therapeutic relationship plays relative to the treatment model. This question has been addressed in meta-analytic reviews of psychotherapy, however.

A meta-analytic review of the systematic studies of the role played by the therapeutic alliance or relationship on outcomes reveals that the magnitude of this relationship between treatment alliance and outcome is relatively and surprisingly small. For methodological reasons, ESs in this literature are usually expressed as correlations, but we have translated them to d statistics in the following, using a table of the normal curve. This translation is designed to ease the comparison of these findings with the preceding ones. As an aside, the fact that the expressions of ESs through correlations always result in larger numerical values than when these same ESs are expressed as d , may partially account for why people often believe that relationship accounts for a very substantial portion of the outcome variance. In the following paragraphs, as we report both correlations and d , the reader will observe that the result is not nearly as impressive when expressed as the latter value as it is when expressed as the former.

Stevens, Hynan, and Allen (2000) reported a mean ES of $r = .11$ ($d = .03$) to describe the impact of the therapeutic relationship on outcome. Somewhat larger correlations of these variables have been reported by others, however. Horvath and Symonds (1991), for example, reported ESs ranging from $r = .21$ ($d = .11$) to $r = .26$ ($d = .17$), while Martin, Garske, and Davis (2000) reported a mean r of $.23$ ($d = .13$). These ESs, while consistent, are small and are of less predictive power than frequently attributed to them. They suggest that the therapeutic relationship is important but that it accounts for less than 7% of the variation among outcomes. This hardly qualifies as support for the truth of the relationship assertion.

What Can We Conclude?

The analyses summarized here offer a good argument that *all three of the previous assertions are myths*—Evidence for them is weak. To take a more extreme view of the results, one might argue that all three propositions are false or so nearly so that it makes little difference. This conclusion reflects a strong preponderance of the

evidence and is reflected in many replicated meta-analytic reviews that have addressed these questions, only some of which have been reported here.

We have postulated about some of the reasons that may account for or partially account for why both scientists and practitioners often hold to these unsupported beliefs in spite of the disconnect with available evidence. Their beliefs may be the product of selective understanding or misunderstanding of the research findings or may (in the case of Assertion 3) be a misinterpretation of the differential meanings of correlations and d . Regardless of the reason, however, the fact that these beliefs are held by scientists who are studying psychotherapy, in particular, may impede the advance of more striking scientific findings by binding these scientists to using and advocating on behalf of research methods that do not lead to the optimal understanding of psychotherapy effects.

I do not offer these latter conclusions lightly. But, I have been forced to them as I have inspected carefully the consistency of the large body of research available (remember, I did not start writing this article with these beliefs, I developed them as I wrote). This struggle to understand what scientific evidence can do to improve clinical practice has led me to adopt a series of articles of faith, or if you prefer, working postulates, which may help clarify the implications of the foregoing findings.

Five Articles of Faith Related to Psychotherapy Research

From the 40 years of experience that I have devoted to the task of seeking truth in clinical practice, as a scientist, as a practitioner, as a teacher, as a consultant, and as a psychotherapy patient, I have drawn five basic conclusions. I have framed these as “Articles of Faith” as I continue to encounter disagreement about them.

Evidence Based on Strong Belief and Good Intention, Alone, Only Works for a Short While. Throughout the 100+ year history of psychotherapy, the principle test of the efficacy of any intervention has been the personal belief of the therapist, usually based on “experience” bolstered by the theory of a charismatic authority (Cummings & O’Donohue, 2008). Cummings and O’Donohue argue that when the opinion leaders of our field replace the search for discovery, we

1 become little different than a religion and the result is
2 a tower of Babel around what is true and what was
3 really meant by the original Guru. The nexus of this
4 conflict is in the tendency to attribute to leaders a
5 degree of infallibility and to mark truth by the number
6 of followers one has rather than by the demonstrated
7 validity of the assumptions that one pronounces. The
8 faith given to these pronouncements, in the absence of
9 more substantive and replicable evidence of their truth,
10 has proved to be of limited lasting value. Faith in the
11 absence of evidence is folly. One thinks, for example,
12 of the many survivors of Hurricanes Katrina, Rita, and
13 Ike who had faith that their houses would survive the
14 oncoming storm; that the levees in New Orleans
15 would hold; that they would be rescued; and that
16 FEMA would come to their aid. Now, three years after
17 Hurricane Katrina, hundreds of people with such faith
18 are still dead, the levees are still points of danger, and
19 thousands have yet to be able to rebuild their houses
20 or relocate permanently.

21 In psychotherapy, interventions whose evidence
22 relies on a top-down model of transmitting “truth”
23 have enjoyed widespread appeal. Programs in *rebirthing*
24 *therapy*, *reprogramming therapy*, *past lives therapy*, *recovered*
25 *memory therapy*, and many others that are based on a
26 rationale provided by a charismatic and believable leader,
27 more than on scientific evidence, have come
28 under fire when incidents occur to reveal their ability
29 to harm others (Beutler, 2000; Lilienfeld, Lynn, &
30 Lohr, 2003). In some cases, such as rebirthing therapy,
31 the result has been death; in others, such as reprogram-
32 ming therapy, it has been the psychological destruction
33 of lives and families (Beutler, 2000; Public Broadcasting
34 System, 1995). These public examples of the harmful
35 effects of psychotherapy are often so striking that they
36 become headlines that almost invariably harm the repu-
37 tation of psychotherapists and psychotherapy.

38 For example, when rebirthing therapy was revealed
39 in a newspaper and subsequent television stories, to
40 have produced the death of a 10-year-old girl, the
41 effects were widespread and all of psychotherapy was
42 harmed (Mercer, Sarner, & Rosa, 2003). Psychothera-
43 pists of all kinds were forced to share the shame.

44 In addition to reliance on the authority of others or
45 the appeal of a theory, a more pervasive and potentially
46 insidious (e.g., Beutler, 2000; Lilienfeld, 2006) standard

is widely used. Namely, one’s “personal experience.”
Good intentions and personal beliefs based on one’s
idiosyncratic experience is by far the standard most
used in determining the effectiveness among clinicians
of all ilks. I heard these sentiments expressed recently
by a member of the National Alliance for the Mentally
Ill, whose own expertise was attributed to 10 years of
experience with her own bipolar son. This individual,
who is now the Head of a very influential residential
treatment program for those with Bipolar Disorders,
said, “A degree doesn’t mean anything about what a
person knows. What counts is experience and I’ve
been at this for 10 years.” This anti-intellectualism and
antiscientific comment is not too far removed from
those of professional clinicians of any background who
argue that their experience is more accurate and valu-
able in their treatment than anything that might arise
from scientific or academic study.

Of course, there are some corrections within the
public view that take place when the errors of experi-
ence are so strikingly obvious that it does not take a
research study to bring their practice to a close and to
turn the light on all of psychotherapy. Reliance on
personal experience, and especially on the experience
of others, no matter how strong one’s good will and
beneficent intentions, constitute weak support in the
face of such public opinion.

But, of course, if experience really led to greater
accuracy and validity of knowledge, then it would fol-
low that there would be a gradual homogenization of
knowledge with the passage of time. Gradually, with
experience, we would reject ineffective theories and
settle only on those that worked for specific popula-
tions. The plethora of ineffective and harmful psycho-
therapies (Lilienfeld, 2006) that are built largely on
experience, good intentions, and well meaning would
rapidly be consolidated into a few that closely approxi-
mated the truth. We would not have “Rebirthing
Therapy” or “Reprogramming Therapy,” nor their
associated harmfulness (Beutler, 2000).

*The Common Socially Derived Alternatives to Science, as
the Basis of Clinical “Truth,” also Provide Weak Protection
Against Ineffective and Mal- Practice.* Historically, there
have been three publically and legally used criteria to
determine when a treatment is effective: (a) a community

1 standard of common practice; (b) a case law standard of
2 a respectable minority; and (c) a healthcare standard of
3 cost effectiveness (Beutler, Clarkin, & Bongar, 2000).
4 The first two of these socially derived and commonly
5 accepted standards have traditionally been applied to
6 determine when a procedure can be considered to con-
7 stitute malpractice. The third is one that has long been
8 used in healthcare settings to determine the clinical
9 value and reimbursement of a treatment or treatment
10 program.

11 The standard of common practice requires that
12 one's approach to treatment is acknowledged and
13 acceptable to other practitioners in one's community.
14 Indeed, it requires that the procedure be shown to be
15 in common or daily use. In other words, there must be
16 evidence that the treatment is popular (Black, 1990;
17 Klerman, 1990). This standard relies heavily on
18 evidence that other, similarly trained and experienced
19 individuals, practice in similar ways and with similar
20 treatments.

21 The standard of a respectable minority arose from
22 case law, specifically out of concern that the standard
23 of common practice was insensitive to emerging but
24 not yet popular treatments. This standard recognized
25 that the healthcare fields do not always have a consen-
26 sual view of what is effective. This standard requires a
27 demonstration that a "significant" minority of practi-
28 tioners share a belief that has been articulated in legal
29 procedures and that has defined a standard of practice
30 (Furrow, 1980; Klerman, 1990).

31 Unfortunately, case law (Hood v Phillips, 1976) has
32 defined this latter standard in a way that virtually
33 ensures that everyone who is not protected by the
34 common practices rule can be protected from malprac-
35 tice claims under the "respectable minority" protec-
36 tion. This case law defines a "Respectable Minority"
37 as being as few as six individuals who share a favorable
38 opinion of the treatment, and a single written articula-
39 tion of how the treatment is done, as being adequate
40 evidence of its value (Beutler et al., 2000).

41 The third standard was the original one used to test
42 the efficacy of managed healthcare programs and in
43 modified form continues to be heavily weighted in
44 contemporary discussions of a treatment's value (Aaron,
45 1996). It pits the number of people served by the pro-
46 cedure against the cost of distributing these services as

a measure of effects. Thus, a "good enough" treatment
is one that is delivered to many but costs nothing.

None of the three public criteria for assessing effi-
cacy provide for a means for assessing objective evi-
dence of change. And herein lies their failing. All three
of the legalistic criteria require an analysis of how the
treatment is delivered, rather than one that measures
how much change it has produced. And, the criteria
for experience is always more experience. There are no
blinds or protections against the influence of unfoun-
ded opinion, self-fulfilling prophecy, or self-serving,
and because of this, none of the criteria provides a true
protection against a treatment that is harmful but
widely used and cheap.

While there have been emerging improvements in
both court standards and in healthcare policy delibera-
tions, all as a function of becoming more reliant on the
findings of objective and systematic scientific research
(e.g., Daubert v Merrell Dow pharmaceuticals, 1993),
the draw and attraction of these unsubstantiated criteria
remain strong. Indeed, the value of scientific standards
is verified by the very evidence that changes have
taken place in these criteria. The increasing reliance on
scientific findings has brought a concomitant increase
in the stability and replicability to both legal and
healthcare arenas.

*Randomized Clinical Trials are a Viable Scientific Option
for Addressing some Treatment Questions.* When the
NIMH decided to support the Treatment of Depres-
sion Collaborative Program in the 1980s, it was an
innovative and interesting idea. I recall a meeting of
the Society for Psychotherapy Research (SPR) in
1986—a meeting that I organized at Wellesley
College—at which the keynote speaker, Dr. Gerald
Klerman, who was then head of NIMH, introduced
the use of RCT designs as a viable way to study psy-
chotherapy. He emphasized that we must come to
view psychotherapy like we do aspirin. That is, each
form of psychotherapy must have known ingredients,
we must know what these ingredients are, they must
be trainable and replicable across therapists, and they
must be administered in a uniform and consistent way
within a given study.

In the service of those objectives, RCT research
methods were initiated and rose to prominence as the

1 required methodology for determining one's status as
2 an EST. The strength of the RCT methodology was
3 that it could hone in on the "specific" ingredients of a
4 treatment. From the beginning, it was implied or
5 overtly asserted that these "specific" effects are those
6 things that are embodied in the model of change used
7 by the therapist (Elkin, 1994). All other influences
8 were and are considered to be incidental to the treat-
9 ment, and these included variations in therapist deliv-
10 ery, aspects of the working relationship, therapist skill,
11 and nondiagnostic patient factors. Indeed, great effort
12 has and is exerted to ensure that the influence of all of
13 these factors is either eliminated or is held at a constant
14 level. It is this logic of the RCT that demands that
15 therapists be trained to a criterion of performance. In
16 an ideal RCT for psychotherapy, all therapists within a
17 given treatment would be identical (therapist variance
18 is error variance) and all therapies would operate
19 within an equivalent working relationship.

20 Some recent scholars (e.g., Addis & Cardemil,
21 122006), when faced with concerns that manualized
22 training may stifle the creativity and individuality of
23 therapists, have argued that RCTs are not designed to
24 restrict the flexibility and personal creativity of the
25 therapist (p. 151). But, in fact, this assertion is diamet-
26 rically opposed to the basic RCT paradigm. The
27 strength of RCT designs is that they control or elimi-
28 nate variations of all known variables that are not spe-
29 cific parts of the treatment, and they attempt to
30 program or control all aspects that are an active part of
31 treatment. Most of the psychotherapies studied as ESTs
32 consider relationship to be an important common fac-
33 tor or moderator but not a specific ingredient of the
34 targeted intervention. To that degree, the scientific
35 study of these treatments would either attempt to con-
36 trol the role of relationship by training all therapists to
37 the same level of relationship ability or eliminate the
38 influence of this variable by reducing its contribution
39 to zero.

40 Clinicians, I believe, have a greater appreciation for
41 the specific effects of the therapeutic relationship than
42 would be accorded by the rationale of RCT designs.
43 Clinicians probably rarely attempt to ensure that the
44 same working relationship occurs with each patient or
45 to apply the treatment in the same way for all. Thus,
46 among clinicians, the assertions of Addis and Cardemil

(2006), that flexibility and creativity is allowed in con-
trolled trial designs, would be consistent with their
own beliefs and clinical practice. But, such flexibility
would diminish the strength of the RCT design and
violate its fundamental assumptions, which are based
on allowing only a planned and systematic variation to
occur in the independent variable (treatment) while
controlling all others by holding them at a constant
level. If such flexibility were encouraged, the power of
the RCT would be lost. It is hard to imagine why sci-
entists would strive, as they do, to train therapists
within each treatment studied, to achieve a high level
of reliability—the higher the better. What is a high
reliability level intended to demonstrate if not that all
therapists are behaving in closely similar ways? An ideal
reliability of 1.0 would indicate equivalence. It is to
achieve this ideal that scientists endeavor to train and
retrain therapists and to drop outliers. Particularly
"creative" therapists are either trained to recapture the
original reliability standard or are dropped from the
analysis as being nonrepresentative.

From the perspective of the most brand name psy-
chotherapies, relationship quality is more rightly con-
sidered to establish a common platform which makes
the application of the real treatment possible, rather
than being a fundamental and specific part of the
"treatment effect." Thus, it is usually studied after the
fact, a procedure that is necessitated in an implicitly
acknowledgement that the training has failed in its
effort to hold this variable at the same level
across therapists and patients. No serious consideration
is given to the possibility that different patterns or
relationship characterize effective applications of different
procedures.

There was great resistance to Klerman's proposal
that the research paradigm be translated into a narrow
RCT model, at that 1986 SPR meeting, largely
because doing so would limit psychotherapy to an
assessment of what the therapist did with particular
13 diagnostic groupings of patients (Klerman, 1986). Such
an approach would ignore the personal characteristics
and interpersonal compatibility of the therapist and
patient involved. It would ignore the importance of
the therapeutic relationship.

Notwithstanding these limitations of RCT designs,
we have learned some interesting things since the

1 advent of RCTs in psychotherapy and are indebted to
2 the EST movement that this methodology spawned. I
3 am not referring here to the importance and value of
4 the treatments that constitute the many lists of ESTs
5 now available (Beutler, 2004; Beutler et al., 2003a;
6 Chambless & Ollendick, 2001). The evidence cited in
7 the foregoing paragraphs has not demonstrated the
8 value of these lists for optimizing or even increasing
9 the effectiveness of psychotherapy. The head-to-head
10 comparisons of different therapies suggest that most
11 manual-driven therapies are equivalently effective and
12 not substantially different from most rationally derived
13 therapies.

14 More interesting, I believe, is the rather paradoxical
15 evidence that while most manual-driven treatments
16 earn equivalent results, RCT studies have shown us
17 that some psychotherapies are ineffective and even
18 **14**harmful (Beutler, 2005; Lilienfeld, 2007; Lilienfeld
19 **15**et al., 2003; Singer & Lalich, 1996). It appears to be
20 easier to identify a bad treatment than a very good
21 one, the latter falling prey to the Do-do bird. A sur-
22 prisingly large number of well-known treatments has
23 been found, in RCT studies, to be ineffective or even
24 harmful. These treatment include such treatments as
25 Drug Abuse and Resistance Education, Recovered
26 Memory Therapy that is often used to treat female vic-
27 tims of rape, Grief Counseling for Bereavement,
28 Expressive-Experiential therapies, and the most widely
29 used treatment for acute effects of mass trauma, Critical
30 **16**Incident Stress Debriefing (Lilienfeld, 2007). When
31 compared to no-treatment or placebo treatments,
32 meta-analytic reviews of some widely accepted inter-
33 ventions earn ESs that are negative. That is, some of
34 the treatments in common use make people get worse,
35 even *when therapist effects are reduced to as low a level as*
36 *possible*. That is, the average outcome for one receiving
37 these treatments is deterioration.

38 If the foregoing tells us anything, it is that when
39 some forms of psychotherapy are found to be effective,
40 it may be *in spite of* the treatment, not because of it.
41 The patient, the therapist, or the way they are paired,
42 may offset the negative effects of the treatment tech-
43 niques themselves, to facilitate change. That is, the
44 beneficial effects of the therapeutic process may arise
45 because of the resilient aspects of patients, the
46 therapeutic qualities of people—things that cannot be

randomly assigned to treatments—or from interventions
that cannot be randomly trained. This realization led
me to a fourth article of faith.

*Some Research Questions are not Effectively Addressed
with RCT Designs and are Best Answered by Naturalistic
and Quasi-Experimental Studies.* While the comparative
results of ESTs have largely failed to be terribly impres-
sive, scholars who apply RCT studies to psychotherapy
continue to assure us that only random assignment
studies are of sufficient scientific note as to provide
believable evidence of psychotherapeutic efficacy
(Chambless & Hollon, 1998). Many EST scholars,
however, are coming to recognize that such weak
results may indicate that the real influences in psycho-
therapy include effects that are associated with variables
that are nonrandomly distributed aspects of the thera-
pist, the relationship, and the patient (Castonguay &
Beutler, 2006; Duncan & Miller, 2006). Whether or
not a variable is capable of being randomly assigned
should not dictate whether studies of these variables are
considered to be sufficiently important as to warrant
the attention of scientists. Indeed, there are many con-
structs that are central to nonpsychology sciences that
are not appropriately or possibly studied through ran-
dom assignment. Nor should randomization be a major
criterion that determines the worth or merit assigned
to a variable. Rather, the nature of the variable should
be looked upon as a clue that can lead us to select
among the available methodological procedures, those
that are appropriate and sensitive to the kinds of char-
acteristics that are being studied. Neither the Big Bang
nor the theory of trans-species evolution have been
subjected to randomized controlled trials, but few
doubt their importance. Nor for that matter have natu-
ral disasters, terrorist events, and star movement been
excluded from scientific study because they could not
be randomly assigned.

In like manner, therapist and patient personalities,
interpersonal values, therapist and patient gender, social
skills and attachment levels, and the like, are not always
capable of being randomly assigned and yet are of suffi-
cient worth as to be given scientific consideration as
being part of the specific effects of psychotherapy. The
influence of some of these nonrandomized variables
have been subjected to meta-analyses, and the ESs can

1 be compared to those obtained from variables that have
2 been subject to RCT studies. For example, a meta-
3 analysis by Beutler et al. (2003a) revealed that relation-
4 ship factors ($d = .17$) and the personal and professional
5 characteristics of therapists ($d = .30$) account for mean-
6 ingfully more of the outcome variance than that associ-
7 ated with the intervention model used (mean $d < .00$).
8 All of these findings suggest that many extra-interven-
9 tion contributors to psychotherapy are worthy of being
10 included within our definition of *psychotherapy*. They
11 make stronger and equally consistent contributions to
12 treatment outcome than the more formal aspects of the
13 interventions themselves. Such observations underline
14 the importance of the fifth article of faith.

15
16 *Changing the Definitions of “Psychotherapy” and of*
17 *“Research-Informed Practice” that is used in Research*
18 *is Required to Advance our Understanding of their*
19 *Importance.* The articles of faith as articulated in the
20 foregoing have led my research colleagues and I to shift
21 the research definition both of “psychotherapy” and of
22 RIP. The narrow view held by most EST research par-
23 adigms is not only unworkable when studying charac-
24 teristics, qualities, and variables that are not
25 appropriately or even capable of being assigned to peo-
26 ple randomly, but are inconsistent with the way that
27 such variables are conceptualized in clinical work. Such
28 variables as are embodied in the person of the therapist,
29 or that are captured within the patient’s response dis-
30 positions, and those that index a degree of fit between
31 the selected therapy and the patient must be considered
32 to be potentially active ingredients of psychotherapy,
33 itself. These variables are, or should be, central to
34 developing effective treatments in clinical practice and
35 should be given equal attention within the context of
36 psychotherapy research. They deserve study as *part of*
37 and *central* to and specific aspects of the psychothera-
38 peutic process, not just as interesting but incidental
39 correlates of what is considered a psychotherapy
40 composed of disembodied procedures.

41 Accordingly, our research group has redefined psy-
42 chotherapy for research purposes in order to be more
43 consistent with the definitions operationalized within
44 clinical practice. We have come to believe that separ-
45 ating the person of the therapist from the acts of
46 psychotherapy—in the manner suggested by the

medication metaphor proposed by Klerman—is unsup-
portable in psychotherapy research. If, as we have pro-
posed, these aspects of character, preference, fit, and
expectation, contribute more consistent and stronger
predictive power in outcome assessments than the
technical aspects of the interventions, then they are
the treatment.

Specifically, we define psychotherapy, both in clini-
cal and research applications, as: *The therapeutic manage-
ment, control, and adaptation of patient factors, therapists’
factors, relationship factors, and techniques factors that are
associated with benefit and helpful change.*

Shifting the definitions from constructs derived from
theories of psychopathology and psychotherapy, to the
integration of patient, therapist, intervention, and rela-
tionship components, has led to a marriage among
treatment methods (Nathan & Gorman, 2002); partici-
pant predictors, and empirically supported relationships
(Norcross, 2002). Concomitantly, the change in the
way that psychotherapy and research evidence is
defined shifts us from relying on a narrow range of
methods by which to extract “truth” and a similarly
narrow range of models and patients (e.g., RCTs) to
the investigation of one or more research-informed
principles of effective therapy (Beutler et al., 2000;
Castonguay & Beutler, 2006). It will also move the
field to analyze the role of dimensional dynamics and
interactions among therapist activities, patients and
problem traits (severity, personality, etc.) and therapists,
rather than maintaining the static and categorical view
of the process that currently dominates the field.

To illustrate the differences that would be invoked
by broadening these definitions of psychotherapy and
RIP, the following section of this article will briefly
summarize four studies, which I hope will illustrate
how a broad range of controlled, quasi-experimental,
and naturalistic scientific methods can be applied as a
coordinated program of research whose results con-
verge on important findings. While some of the results
are interesting, I am presenting these studies for a
broader purpose. Namely, they illustrate the interdig-
itation of using multiple scientific methods for the pur-
pose of analyzing interactions among many complex
variables. These are studies that my colleagues, stu-
dents, and I have conducted. I offer them here, rather
than examples from other investigators, for two

1 reasons: (a) I am intimately familiar with each of the
2 studies, and (b) I have found no examples of others
3 who have systematically utilized such an array of controlled
4 and naturalistic methods in a converging
5 sequence.

6 The first study to be reported was a prospective,
7 quasi-RCT study that used archival data to identify
8 and then cross-validate principles of strategic change
9 and methods of measuring important variables (Beutler
10 et al., 2000). The second study (Beutler et al., 2003b)
11 illustrates the combination of an RCT and a regression
12 analysis which illustrates some of the strengths of these
13 methods when used together to focus on the interactions
14 among therapist, intervention, relationship, and fit
15 of the treatment and patient. The third study (B.E.
16 Johannsen & L.E. Beutler, unpublished data) was a
17 cross-cultural study that sought to validate two basic
18 principles of change that had been identified in the first
19 two studies. It utilized a quasi-experimental design to
20 inspect the fit of therapy and patient factors. And, the
21 fourth study (S. Kimpara, L. Henderson, & L.E. Beutler,
22 unpublished data) was a naturalistic cross-validation of
23 the clinical applicability of two treatment principles
24 that had been identified in the earlier investigations.

25 Together, these studies provide a reasonable ES estimate
26 of the gains in ESs that are associated with integrating
27 multiple variable domains and a broadened definition
28 of psychotherapy. These studies illustrate the application
29 of multiple design elements to get a more comprehensive
30 picture of optimal therapy than that which is possible
31 using an RCT methodology, alone.

32 *Study 1:* Beutler et al. (2000) undertook a three-
33 stage, quasi-RCT study of variables that predict and
34 determine the effectiveness of psychotherapy. The
35 study began with an exhaustive review of over 2,000
36 outcome research studies in order to define and then
37 validate the role of patient and therapist characteristics,
38 treatment dimensions, the fit of treatment to patient,
39 and the therapeutic relationships that are associated
40 with outcomes. This review also provided the data by
41 which to extract from extant research findings 15
42 hypothetical principles that describe the relationship
43 among these variables and outcomes.

44 The first phase of the study identified patient and
45 treatment qualities that had been associated directly
46 with outcomes as well as those that constituted

well-matched dyads of patient and treatment. This
phase also resulted in an articulation of clinically
friendly principles that predicted how outcomes would
emerge as these variables interacted with one another.
In the second phase of the study, instruments were
developed to measure the variables that had been the
bases for these strategic hypotheses. These instruments
were designed to tap patient factors, qualities of the
therapeutic relationship, and the dimensions that constituted
a good treatment fit. Patient qualities were tapped
through independent clinical ratings; aspects of the
interventions that were associated with good outcomes
were assessed through ratings by experienced and trained
clinicians; and aspects of good fit between patient and
treatment were measured by combining the two sets of
ratings representing patient and treatment characteristics.

A third phase of the study provided a direct test of
the strategic hypotheses utilizing an archival data set of
289 subjects. These participants represented depressive
spectrum and chemical abuse disorders and were drawn
from four different RCT samples along with one
naturalistic treatment sample. Seven different manual-
ized models of psychotherapy, a manualized medication
treatment, and a TAU condition represented the treatments
utilized. All patients had been randomly assigned to
one of a subset of the treatments, and within each
data set, therapists were trained to criteria using one
of the targeted therapy manuals and randomly assigned
to an intervention. Patient entry data for this study
were derived from the measures developed in the second
phase of the study and were completed after trained
(PhD) clinicians had listened to intake recordings and
reviewed the preassignment personality and symptom
measures taken at intake. The therapy procedures used,
the quality of the working relationship, and the fit of
the patient and treatment were extracted from ratings
of early and late psychotherapy sessions using the
therapy process measures developed in phase two.
Outcomes were assessed by standard measures of
psychological well-being (depression and anxiety) taken
at pretherapy and posttherapy. Ratings of therapy
activities and the fit of the therapy to patient characteristics
were all applied to patients in the nine different
treatments by trained and masked raters to ensure that
all ratings were independent and uniform.

1 The data were analyzed by a series of structural
2 equation models with posthoc analyses of specific rela-
3 tionships. The results provided support for 13 of the 15
4 original hypotheses. The 13 supported hypotheses were
5 re-framed to assume the form of strategic principles
6 that could be used to inform and guide the therapist
7 and to provide assistance in developing a strategic plan
8 for treatment. Five additional principles were derived
9 from a consensual analysis of clinician ratings for deal-
10 ing with dangerous patients and added to the total.
11 Thus, 18 guiding principles were extracted from the
12 findings, variously representing suggestions about
13 developing a therapeutic relationship, assigning a con-
14 text of therapy (treatment intensity, location, mode,
15 and format), implementing common classes of inter-
16 ventions (directive and insight interventions and emo-
17 tional regulation procedures), and adapting the
18 intervention to accommodate moderating aspects of the
19 patient's personality.

20 Specifically the findings determined that some
21 aspects of treatment were directly related to patient
22 outcomes and served as direct prognostic indicators.
23 Likewise, some patient variables served as moderators
24 of outcome and were found to indicate the "fit" of
25 treatment and patient. For example, patient factors such
26 as functional impairment, coping styles, levels of trait-
27 like resistance to change, and level of distress were
28 found to moderate corresponding treatment qualities
29 (e.g., treatment intensity, insight-behavioral focus, ther-
30 apist directiveness, and use of emotional confrontation)
31 that had been identified in the literature review.

32 Of greatest importance, this study exemplified the
33 application of findings from extant research to the
34 extraction of new data from extant archival data sets in
35 order to test predictors and fit of treatment and patient
36 factors. It combined RCT and naturalistic designs and
37 in that process gave some hints about the multiple and
38 interactive qualities that affect outcome. By looking, at
39 once, at therapy models, therapy procedures, patient
40 characteristics, therapy context, and relationship factors,
41 patterns among these variables emerged.

42 *Study 2:* Beutler et al. (2003b) studied 40 co-morbid
43 depressed and chemically abusing patients using an
44 RCT design. Patients were randomly assigned to one
45 of three therapy models, including a prescriptive ther-
46 apy (Beutler & Harwood, 2000) that was based on 10

of the 18 principles derived from Study 1. The treat-
ments included a standardized cognitive-behavioral
intervention (Wright, Beck, Newman, & Liese, 1993)
and a narrative intervention (Moreira, Beutler, &
Goncalves, 2003) in addition to the prescriptive proce-
dure. Patients, treatments, and therapists (within treat-
ments) were randomly assigned to one another, and
patient-therapy matching dimensions derived from the
earlier study were constructed from four dimensions of
patient and treatment. Analyses were undertaken in
two stages: (a) analysis of treatment model and (b) an
analysis of patient, therapy, relationship, and treatment
compatibility. The former analysis was based on analy-
sis of variance procedures and the latter used linear
regression models. While the three therapy models
studied were relatively equivalent in efficacy, the
patient, treatment, relationship, and treatment fit vari-
ables contributed independent variance to the benefits
obtained. It was the fit of the treatment to the patient
that accounted for the greatest degree of long-term
change while treatment techniques predicted end of
treatment status but tended to lose their effects in a
relatively short period of time.

This study demonstrates the value of studying the
complex interactions among factors from different
domains. When considered only as therapist behaviors,
all three therapy models produced similar effects. How-
ever, when therapy/therapist factors ($d = .20$), patient
factors ($d = .40$), relationship factors ($d = .40$), and
treatment fit factors ($d = 1.40$) were included within
the definition of the treatments and analyzed as interac-
tion and moderating variables, strong effects were
observed, especially when the overall compatibility
among patient qualities and the nature of the treatment
were considered. The fit of the treatment to the partic-
ular patient accounted for the strongest effects on out-
comes of all variable classes at one year after treatment.

Study 3: B.E. Johannsen & L.E. Beutler (unpub-
lished data) applied a naturalistic design to a sample of
92 outpatients who were seen either in the United
States or in Argentina. All patients were assigned to
therapists and level of treatment fit with the therapist
using random procedures. All outcomes were assessed
using standardized premeasures and postmeasures.
Patients were followed for three months or until they
terminated treatment, whichever came first. Analyses of

1 two patient-therapist matching dimensions were con- 19
2 ducted separately. The fit between patient coping style
3 and therapist use of symptom-focused (among those
4 with external coping styles) or insight (among those
5 with internalizing coping styles) based interventions
6 were strongly related to outcomes in both cultural
7 groups. The better the match, the better the outcomes
8 ($d = .61$).

9 The strategic fit between patient level of trait like
10 resistance and therapist use of directive (for nonresistant
11 patients) or nondirective (for resistant patients) proce-
12 dures was related to outcomes among the Argentine
13 patients, but not among the U.S. patients. The overall
14 ES was $d = .83$. However, the U.S. sample failed to
15 show a strong effect of treatment fit on this latter
16 dimension. Following the suggestions uncovered in the
17 earlier studies, the role of level of impairment was
18 assessed as a further moderator of outcomes. Specifi-
19 cally, a relationship was only found among patients
20 who were rated as being at least moderately distressed
21 and impaired.

22 This study confirmed that patient variables serve as
23 differential indicators for modifying aspects of psycho-
24 therapy to achieve a compatible “fit” among patients
25 both in Argentine and U.S. samples. If a typical RCT
26 analysis had been the sole procedure undertaken of
27 these patients, with or without posthoc analyses of rela-
28 tionship factors, neither the effects of treatment proce-
29 dures nor the moderating effects of patient factors
30 would have been disclosed. By using a broad and
31 inclusive definition of psychotherapy, a corresponding
32 complex analysis was suggested and more detail was
33 revealed about the optimization of psychotherapy
34 effects.

35 *Study 4:* This is an example of a confirmation study
36 in which treatment methods, treatment fit, and clinical
37 utility were found in a recent naturalistic investigation
38 of a homogeneous group of shy (avoidant and internal-
39 izing) individuals. In this study (S. Kimpara,
40 L. Henderson, & L.E. Beutler, unpublished data), a
41 structured treatment protocol had evolved and been
42 tailored to work with shy and avoidant individuals
43 based on clinical theory and experience. The treatment
44 began with an eight week course of symptom focused,
45 cognitive therapy and then followed by a 16–24 week
46 course of psychodynamic psychotherapy.

The structure of the therapy used in this study hap-
penstantially and independently corresponded with two
predictive principles that had been extracted from the
results of Study 1 and had been tested in Studies 2 and
3. Specifically, these studies suggested that an optimal
treatment for internalizing (i.e., avoidant) individuals
would consist of a symptom-oriented phase early in
treatment followed by an insight-oriented phase of
more uncertain duration. The availability of a treat-
ment which followed this model provided for a natural
occurring experiment and an opportunity to test these
principles. Shy (internalizing and avoidant) patients
were expected to benefit from treatment as a function
of how closely the therapists followed the two-phase
treatment.

A multiple regression and growth curve analysis of
these data revealed that, as expected, treatment benefit
was related to both compliance and the dominance of
patient internalization tendencies ($d = .76$). The use of
a natural experiment to confirm previously observed
findings from more controlled designs confirmed the
usefulness of employing multiple and flexible research
methods for clarifying relationships among variables
that constitute a broad and inclusive view of psy-
chotherapy.

The convergence of findings is notable among
these four studies, each of which utilized different
research methods and designs, and all of which were
based on different samples and employed different lev-
els of treatment analysis. Collectively, the results con-
firm the validity of many of the principles originally
defined in the review of extant research (Beutler
et al., 2000). In each case, however, the direct analysis
of the therapy(ies) was strikingly uninformative with-
out considering the role of patient, intervention, and
relationship factors. Only when the mix of these
variables was incorporated within the definition
of “psychotherapy” were we able to see a path to
optimal treatment.

CONCLUSIONS

In this article, I have advanced the thesis that the way
that psychotherapy is studied and defined in contempo-
rary EST research is unnecessarily narrow and may, in
fact, impede the search for optimal clinical effects. This
weakness in contemporary research practices may have

1 led to over rate and over sell the extent of our knowl-
2 edge about the effectiveness of psychotherapy.

3 By falling prey to an over reliance on a single meth-
4 odology—randomized controlled trials—research results
5 have failed to account for the degree of impact that is
6 effected by psychotherapy. Scientists who consider any
7 one method as a “gold standard” may inadvertently
8 contribute to the oversimplification of psychotherapy
9 findings by ignoring and devaluing the breadth of vari-
10 ables and factors that clinicians have, long ago,
11 acknowledged to be as important to outcomes as the
12 procedures that are used. By ignoring the role of non-
13 diagnostic or extradiagnostic factors, relationship fac-
14 tors, and how treatments might fit with the patient’s
15 experience and problems, the RIP and EST move-
16 ments may have ensured that the findings from
17 research are weak and less than useful to clinical
18 practice.

19 Drawing on a handful of studies that have focused
20 on evaluating the level of fit between research-defined
21 treatment and patient qualities, my students, colleagues,
22 and I (Beutler et al., 2003a,b; B.E. Johannsen & L.E.
23 Beutler, unpublished data; Satoko, Henderson, & Beutler,
24 in preparation) have found uniformly moderate to large
25 ESs (ranging from $d = .30$ to $.91$) to be associated with
26 therapy variables. Such findings confirm that research
27 investigations of psychotherapy would be well to main-
28 tain a flexible view of the therapeutic process; one that
29 extends beyond what the therapist does to include
30 when and how he or she does it.

31 In this study, I have identified five articles of faith
32 that I believe support the conclusion that psychother-
33 apy, in research as in practice, is a process that includes
34 all variables within the network of systems that are and
35 can be used to facilitate gains and benefits. In turn,
36 research-informed practice, it is argued, must be more
37 than RCT-informed practice and must draw findings
38 from all relevant, reliable, and systematic scientific
39 methods into a comprehensive understanding of treat-
40 ment effects. Through examples of research that inte-
41 grates multiple research and statistical methods into
42 psychotherapy studies, I have attempted to lay the
43 groundwork for a discourse among well-meaning sci-
44 entists and practitioners about the nature of knowledge
45 in this area. It is my hope that this discourse will
46 expand and extend the role of science in clinical

practice in ways that will advance both our knowledge
and psychotherapeutic practice.

REFERENCES

- Aaron, H. (1996). End of an era. *Brookings Review*, 14(1), 35–37.
- Addis, M. E., & Cardemil, E. V. (2007a). Psychotherapy manuals can improve outcomes. In J. C. Norcross, L. E. Beutler, & R. F. Levant (Eds.), *Evidence-based practices in mental health: Debate and dialogue on the fundamental questions* (pp. 131–140). Washington, DC: American Psychological Association.
- Addis, M. E., & Cardemil, E. V. (2007b). Dialogue: Convergence and contention. In J. C. Norcross, L. E. Beutler, & R. F. Levant (Eds.), *Evidence-based practices in mental health: Debate and dialogue on the fundamental questions* (pp. 149–151). Washington, DC: American Psychological Association.
- Berman, J. S., Miller, C., & Masserman, P. J. (1985). Cognitive therapy versus systematic desensitization: Is one treatment superior? *Psychological Bulletin*, 97, 451–461.
- Beutler, L. E. (2000). David and Goliath: When psychotherapy research meets health care delivery systems. *American Psychologist*, 55, 997–1007.
- Beutler, L. E. (2004). The empirically-validated treatments movement: A scientist-practitioner’s perspective. *Clinical Psychology: Science and Practice*, 11, 225–229.
- Beutler, L. E., & Harwood, T. M. (2000). *Prescriptive therapy: A practical guide to systematic treatment selection*. New York: Oxford University Press.
- Beutler, L. E., Williams, R. E., Wakefield, P. J., & Entwistle, S. R. (1995). Bridging scientist and practitioner perspectives in clinical psychology. *American Psychologist*, 50, 984–994.
- Beutler, L. E., Clarkin, J. F., & Bongar, B. (2000). *Guidelines for the systematic treatment of the depressed patient*. New York: Oxford University Press.
- Beutler, L. E., Malik, M., Alimohamed, S., Harwood, T. M., Talebi, H., Noble, S., et al. (2003a). Therapist variables. In M. J. Lambert (Ed.), *Handbook of psychotherapy and behavior change* (5th ed., pp. 227–306). New York: John Wiley and Sons.
- Beutler, L. E., Moleiro, C., Malik, M., Harwood, T. M., Romanelli, R., Gallagher-Thompson, D., et al. (2003b). A comparison of the Dodo, EST, and ATI indicators among co-morbid stimulant dependent, depressed patients. *Clinical Psychology & Psychotherapy*, 10, 69–85.
- Black, H. C. (1990). *Black’s law dictionary* (6th ed.). St. Paul, MN: West.

- 1 Castonguay, L. G., & Beutler, L. E. (Eds.). (2006). *Principles*
2 *of therapeutic change that work: Integrating relationship,*
3 *treatment, client, and therapist factors.* New York: Oxford
4 University Press.
- 5 Chambless, D. L., & Hollon, S. D. (1998). Defining empiri-
6 cally supported therapies. *Journal of Consulting and Clinical*
7 *Psychology, 66,* 7–18.
- 8 Chambless, D. L., & Ollendick, T. H. (2001). Empirically
9 supported psychological interventions: Controversies and
10 evidence. *Annual Review of Psychology, 52,* 685–716.
- 11 Cummings, N. A., & O'Donohue, W. T. (2008). *Eleven*
12 *blunders that cripple psychotherapy in America.* New York:
13 Routledge Press.
- 14 Daubert v Merrell Dow pharmaceuticals. (1993). (92-102),
15 509, U. S. 579.
- 16 Duncan, B. L., & Miller, S. D. (2000). *The heroic client.* San
17 Francisco, CA: Jossey-Bass.
- 18 Duncan, B. L., & Miller, S. D. (2006). Treatment manuals
19 do not improve outcomes. In J. C. Norcross, L. E. Beutler,
20 & R. F. Levant (Eds.), *Evidence-based practices in mental*
21 *health: Debate and dialogue on the fundamental questions* (pp.
22 140–149). Washington, DC: American Psychological
23 Association.
- 24 Elkin, I. (1994). The NIMH treatment of depression collabora-
25 tive research program: Where we began and where we
26 are. In A. E. Bergin, & S. L. Garfield (Eds.), *Handbook of*
27 *psychotherapy and behavior change* (4th ed., pp. 114–139).
28 New York: John Wiley and Sons.
- 29 Emmelkamp, P. M., Bouman, T. K., & Blaauw, E. (1994).
30 Individualized versus standardized therapy: A comparative
31 evaluation with obsessive-compulsive patients. *Clinical*
32 *Psychology and Psychotherapy, 1,* 95–100.
- 33 Furrow, B. R. (1980). *Malpractice in psychotherapy.* Lexington,
34 MA: Lexington Books.
- 35 Grissom, R. J. (1996). The magical number $.7 \pm .2$: Meta-
36 meta-analysis of the probability of superior outcome in
37 comparisons involving therapy, placebo, and control.
38 *Journal of Consulting and Clinical Psychology, 64,* 973–982.
- 39 Hood v. Phillips. (1976). 537 s.w.2d 291 (Tex. Civ. App.
40 1976).
- 41 Horvath, A. O., & Symonds, B. D. (1991). Relation between
42 working alliance and outcome in psychotherapy: A meta-
43 analysis. *Journal of Counseling Psychology, 38,* 139–149.
- 44 Klerman, G. L. (1986). *Keynote address.* Delivered to the
45 annual meeting of the Society for Psychotherapy
46 Research, Wellesley, MS.
- Klerman, G. L. (1990). The psychiatric patient's right to
effective treatment: Implications of *Osheroff v. Chestnut*
Lodge. *American Journal of Psychiatry, 147*(4), 409–418.
- Lilienfeld, S. O. (2007). Psychological treatments that cause
harm. *Perspectives on Psychological Science, 2,* 53–70.
- Lilienfeld, S. O., Lynn, S. J., & Lohr, J. M. (2003). *Science*
and pseudoscience in clinical psychology. New York: Guilford
Press.
- Luborsky, L., Singer, B., & Luborsky, L. (1975). Compara-
tive studies of psychotherapies. *Archives of General Psychia-*
try, 32, 995–1008.
- Martin, D. J., Garske, J. P., & Davis, M. K. (2000). Relation
of the therapeutic alliance with outcome and other vari-
ables: A meta-analytic review. *Journal of Consulting and*
Clinical Psychology, 68, 438–450.
- Mercer, J., Sarner, L., & Rosa, L. (2003). *Attachment therapy*
on trial. Westport, CT: Praeger Press.
- Moreira, P., Beutler, L. E., & Goncalves, O. F. (2003).
Narrative change in psychotherapy: Differences between
good and bad outcome cases in cognitive, narrative, and
prescriptive therapies. *Journal of Clinical Psychology, 64,*
1181–1194.
- Nathan, P. E., & Gorman, J. M. (Eds.). (2002). *A guide to*
treatments that work (2nd ed.). New York: Oxford Univer-
sity Press.
- Norcross, J. C. (Ed.). (2002). *Psychotherapy relationships that*
work: Therapist contributions and responsiveness to patient needs.
New York: Oxford University Press.
- Norcross, J. C., & Lambert, M. J. (2006). The therapy rela-
tionship. In J. C. Norcross, L. E. Beutler, & R. F. Levant
(Eds.), *Evidence-based practices in mental health: Debate and*
dialogue on the fundamental questions (pp. 208–218).
Washington, DC: American Psychological Association.
- Ollendick, T. H., & King, N. J. (2007). Empirically sup-
ported treatments typically produce outcomes superior to
non-empirically supported treatments. In J. C. Norcross,
L. E. Beutler, & R. F. Levant (Eds.), *Evidence-based prac-*
tices in mental health: Debate and dialogue on the fundamental
questions (pp. 308–317). Washington, DC: American
Psychological Association.
- Public Broadcasting System. (1995). *Frontline.* New York:
Public Broadcasting Co.
- Schulte, D., Kunzel, R., Pepping, G., & Schulte-Bahrenbert,
T. (1992). Tailor-made versus standardized therapy of
phobic patients. *Advanced Behavior Research and Therapy,*
14, 67–92.
- Shapiro, D. A., & Shapiro, D. (1982). Meta-analysis of
comparative therapy outcome studies: A replication and
refinement. *Psychological Bulletin, 92,* 581–604.
- Smith, M. L., & Glass, G. V. (1977). Meta-analysis of psy-
chotherapy outcome studies. *American Psychologist, 32,*
752–776.

1 Smith, M. L., Glass, G. V., & Miller, T. I. (1980). *The*
2 *benefits of psychotherapy*. Baltimore, MD: Johns Hopkins
3 University Press.

4 Stevens, S. E., Hynan, M. T., & Allen, M. (2000). A meta-
5 analysis of common factor and specific treatment effects
6 across outcome domains of the phase model of psycho-
7 therapy. *Clinical Psychology: Science and Practice*, 7, 273–290.

8 Thaler, M., & Lalich, J. (1996). *Crazy therapies*. San
9 Francisco, CA: Jossey-Bass.

10 Wampold, B. E. (2001). *The great psychotherapy debate: Models,*
11 *methods, and findings*. Hillsdale, NJ: Erlbaum.

12 Wampold, B. E., Mondin, G. W., Moody, M., Stich, F.,
13 Benson, K., & Ahn, H. (1997). A meta-analysis of out-
14 come studies comparing bona fide psychotherapies: Empirically,
15 All must have prizes. *Psychological Bulletin*,
16 122, 203–215.

Westin, D., Novotny, C. M., & Thompson-Brenner, H.
(2004). The empirical status of empirically supported psy-
chotherapies: Assumptions, findings, and reporting in
controlled clinical trials. *Psychological Bulletin*, 130, 631–
663.

17 Wright, F. D., Beck, A. T., Newman, C. F., & Liese, B. S.
18 (1993). Cognitive therapy of substance abuse: Theoretical
19 rationale. In L. S. Onken, J. D. blaine, & J. J. Boren
20 (Eds.), *Behavioral treatments for drug abuse and dependence*
21 (NIDA Monograph No. 137). Washington, D.C.:
22 National Institute of Drug Abuse.

23 Received October 8, 2008; revised November 24, 2008;
24 accepted December 1, 2008.

UNCORRECTED PROOF

Author Query Form

Journal: CPSP

Article: 1168

Dear Author,

During the copy-editing of your paper, the following queries arose. Please respond to these by marking up your proofs with the necessary changes/additions. Please write your answers on the query sheet if there is insufficient space on the page proofs. Please write clearly and follow the conventions shown on the attached corrections sheet. If returning the proof by fax do not write too close to the paper's edge. Please remember that illegible mark-ups may delay publication.

Many thanks for your assistance.

Query reference	Query	Remarks
1	AUTHOR: A running head short title was not supplied; please check if this one is suitable and, if not, please supply a short title of up to 40 characters that can be used instead.	
2	AUTHOR: Shadish, Matt, Navaro, & Phillips, 2000 has not been included in the Reference List, please supply full publication details.	
3	AUTHOR: Lipsey and Wilson (1993) has not been included in the Reference List, please supply full publication details.	
4	AUTHOR: Schulte, Kunzel, Pepping, & Schulte-Bahrenberg, 1992 has been changed to Schulte, Kunzel, Pepping, and Schulte-Bahrenbert, 1992 so that this citation matches the Reference List. Please confirm that this is correct.	
5	AUTHOR: Addis & Cardermil, 2007 has been changed to Addis and Cardemil, 2007a,b so that this citation matches the Reference List. Please confirm that this is correct.	
6	AUTHOR: Ollendick & King, 2006 has been changed to Ollendick and King, 2007 so that this citation matches the Reference List. Please confirm that this is correct.	
7	AUTHOR: Beutler, Machado, & Neufeldt, 1994 has not been included in the Reference List, please supply full publication details.	
8	AUTHOR: Luborsky, Singer, & Luborsky, 1970 has been changed to Luborsky, Singer, and Luborsky, 1975 so that this citation matches the Reference List. Please confirm that this is correct.	
9	AUTHOR: Leichsenring & Rabung, 2008 has not been included in the Reference List, please supply full publication details.	

10	AUTHOR: Westen, Novotny, & Thompson-Brenner, 2004 has been changed to Westin, Novotny, and Thompson-Brenner, 2004 so that this citation matches the Reference List. Please confirm that this is correct.
11	AUTHOR: Lillifeld, 2006 has not been included in the Reference List, please supply full publication details.
12	AUTHOR: Addis & Cardemil, 2006 has not been included in the Reference List, please supply full publication details.
13	AUTHOR: Please approve/amend inclusion of citation Klerman (1986).
14	AUTHOR: Beutler, 2005 has not been included in the Reference List, please supply full publication details.
15	AUTHOR: Singer & Lalich, 1996 has not been included in the Reference List, please supply full publication details.
16	AUTHOR: Lilienfeld, 2007 has been changed to Lilienfeld, 2007 so that this citation matches the Reference List. Please confirm that this is correct.
17	AUTHOR: Wright, Newman, & Liese, 1993 has been changed to Wright, Beck, Newman, and Liese, 1993 so that this citation matches the Reference List. Please confirm that this is correct.
18	AUTHOR: Moreira, Beutler, Goncalves, 2008 has been changed to Moreira, Beutler, and Goncalves, 2003 so that this citation matches the Reference List. Please confirm that this is correct.
19	AUTHOR: happenstantially—Please check terminology.
20	AUTHOR: Satoko, Henderson, & Beutler, in preparation—Please update citation with publication details and include in the reference list or else change to unpublished data and provide author initials.
21	AUTHOR: Please check publisher name in Black (1990).
22	AUTHOR: Thaler & Lalich (1996) has not been cited in the text. Please indicate where it should be cited; or delete from the Reference List.
23	AUTHOR: Please check document title in Wampold et al. (1997).
24	AUTHOR: Please provide page range in Wright et al. (1993).
25	WILEY-BLACKWELL: Please check date of submission/revision/acceptance.

MARKED PROOF

Please correct and return this set

Please use the proof correction marks shown below for all alterations and corrections. If you wish to return your proof by fax you should ensure that all amendments are written clearly in dark ink and are made well within the page margins.

<i>Instruction to printer</i>	<i>Textual mark</i>	<i>Marginal mark</i>
Leave unchanged	... under matter to remain	Ⓟ
Insert in text the matter indicated in the margin	∧	New matter followed by ∧ or ∧ [Ⓢ]
Delete	/ through single character, rule or underline or ┌───┐ through all characters to be deleted	Ⓞ or Ⓞ [Ⓢ]
Substitute character or substitute part of one or more word(s)	/ through letter or ┌───┐ through characters	new character / or new characters /
Change to italics	— under matter to be changed	↙
Change to capitals	≡ under matter to be changed	≡
Change to small capitals	≡ under matter to be changed	≡
Change to bold type	~ under matter to be changed	~
Change to bold italic	≈ under matter to be changed	≈
Change to lower case	Encircle matter to be changed	≡
Change italic to upright type	(As above)	⊕
Change bold to non-bold type	(As above)	⊖
Insert 'superior' character	/ through character or ∧ where required	Υ or Υ under character e.g. Υ or Υ
Insert 'inferior' character	(As above)	∧ over character e.g. ∧
Insert full stop	(As above)	⊙
Insert comma	(As above)	,
Insert single quotation marks	(As above)	ʹ or ʸ and/or ʹ or ʸ
Insert double quotation marks	(As above)	“ or ” and/or ” or ”
Insert hyphen	(As above)	⊥
Start new paragraph	┌	┌
No new paragraph	┐	┐
Transpose	└┐	└┐
Close up	linking ○ characters	○
Insert or substitute space between characters or words	/ through character or ∧ where required	Υ
Reduce space between characters or words		↑