

# NASAP NEWSLETTER

The North American Society  
of Adlerian Psychology

Volume 22, Number 3

March, 1989

202 S. STATE STREET, #1212  
CHICAGO, IL 60604-1905

## NASAP '89

The NASAP 1989 Convention, "Cooperation Takes Courage", will be held at the Minneapolis Marriott City Center, May 25 through 28. More than 400 are expected to attend this 37th annual event, which is also a 20th anniversary celebration for the Alfred Adler Institute of Minnesota, our hosts.

NASAP members have received a complete convention brochure. If you have not received your brochure, or wish additional copies, please call our Central Office at 312-939-0834.

## Workshops and Presentations

The Convention is a wide variety of workshops and presentations; 14 full-day workshops (Thursday and Sunday) and 80 presentations (Friday and Saturday). The presentations are arranged in eight tracks, reflecting the 6 Interest Sections and some flexibility for "Classic" presentations.

## Banquet, Luncheons, Riverboat Cruise

The traditional banquet and dance will be on Friday, with luncheons on Friday and Saturday. A Riverboat cruise is scheduled for Saturday evening. Attractive packages and options, including early registration and NASAP member discounts, have been designed to make the events affordable.

## Interest Section and Regional Meetings

One of the greatest improvements in recent convention scheduling has been the opportunity to meet with others who share your same professional interests, or geographic location.

The Interest Sections will be conducting their meetings early in the Convention (Friday morning), allowing you to identify and network with others having similar interests. The Interest Section meetings are open to everyone, regardless of their current affiliation.

The early registration deadline is April 15th. Make plans now for NASAP '89. It's a fun and enriching convention -- it makes a difference in your personal and professional life.

## President's Message

The front page of the Newsletter had always been devoted to a President's Message. The past two issues, Len Sperry wrote a column on the interface between Individual Psychology and developments in psychology (His third column begins on page 3 of this issue). It is a good use of space and emphasis, and I thank him for his effort and insight.

\* \* \* \*

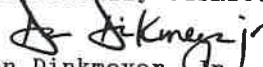
The NASAP Executive Committee met in Chicago in mid-February. The finances of the organization are good, and we are pleased with modest membership growth.

Much time was spent discussing the role of the central office, central office staff, and the hierarchy of volunteers - President, Executive Committee, Delegate Assembly, Journal Editors. I believe we have clarified the responsibilities of each position.

NASAP is on the "brink of opportunity". There are a wide variety of projects - improve the Newsletter, improve services to the Interest Sections, make Regions more viable, create outreach efforts to the communities where members live - these are just a few of the projects.

We can afford to make some mistakes -- to be imperfect -- but we will continue to move forward.

Respectfully Submitted,

  
Don Dinkmeyer, Jr., Ph.D.  
President

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Note: An order form for audiocassettes from the 1988 Seattle Convention has been inserted in this issue of the Newsletter.

Media Room - NASAP '89

A room devoted to the exhibition of Adlerian audio and video-based educational programs will be part of the Minneapolis Convention.

The Media Room will be conducted on Saturday, May 27 -- as part of the second day of convention programs. While materials will be on display throughout the day, a schedule will allow authors of materials specific times during which they will be in the Media Room to answer your questions.

Presenters in last year's Media Room have received a letter from Joyce McKay outlining the steps to participate this year. If you have not received this letter and wish to participate, contact the Central Office immediately.

# # # #

Scholarships to Attend Convention

Eight scholarships will be awarded to students for participation in the Minneapolis Convention. Each scholarship is a full registration waiver for the Friday/Sunday (80 presentations) portion of the convention.

Scholarships will be given to students selected to participate in the Graduate Student Forum, a program on the regular convention schedule. In addition, scholarships will be awarded to students who are selected from those who fill out an application.

If you would like a scholarship application, or information on participation in the Graduate Student Forum, contact the Central Office immediately.

# # # #

Regional Delegate Elections

Elections are now being conducted in Regions 2, 3, 5, and 6. If you live in those regions, you have received a ballot.

In Regions 1 and 4, there was no second candidate for the Delegate Assembly. Marcia Mullins of Seattle and Betty Lou Bettner of Boothwyn, Pennsylvania have therefore been re-elected to their Delegate Assembly seats.

# # # #

Membership Shows Stronger Renewal Rate

The latest membership figures show a renewal rate 7% faster than this time last year. We have a total of 827 members, compared with 781 last year at this time.

While new memberships are down from 55 to 46 (at this point in time), the number of student memberships in NASAP has increased to 67, up 60% from last year.

# # # #

NASAP '90: Philadelphia

The Convention will be held Thursday - Sunday, May 17-20, 1990 (not Memorial Day Weekend), at the Adams-Mark Hotel.

Donations

Donations have been received from:

Keith Armstrong

Elaine Davies

Janyse Hrynkow

Mary Lou Rohling Piech

Roman Zalatoris

Amy Lew, in memory of Nick Ionedes

Arthur Nikelly,  
in memory of Nick Ionedes

Penny Scott,  
in memory of B. Udelle Friedland

We are grateful for these donations. You may donate in memory of an individual, or earmark your donation for a specific project.

# # # #

Video Catalog Needs Listings

NASAP is compiling a catalog of Adlerian videotapes and video-based educational programs. If you know of any video materials, please send information to the Central Office.

Information should include title, presenters, a brief description of the material, and accurate information on how to buy or rent the materials. Do not assume we already know about your videotapes!

# # # #

Newsletter Deadlines

April issue deadline is March 20th. Please send all items to the Chicago NASAP office.

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Vol. 22, No. 3

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Published ten times each year by the North American Society of Adlerian Psychology (a not-for-profit corporation), 202 S. State Street, #1212, Chicago, IL 60604. 312/939-0834.

Members of NASAP automatically receive the Newsletter. Subscription rate for non-members \$10.00.

We encourage readers to send contributions of news, suggestions, ideas, opinions by the first of the month. We reserve the right to edit.

Don Dinkmeyer, Jr., Ph.D., Editor  
ISSN 0889-9428

Differential Therapeutics and IP:  
The Case of Mrs. A Revisited

Len Sperry, M.D., Ph.D.  
Medical College of Wisconsin

[Editor's Note: Last month the classic "Case of Mrs. A" was presented with DSM-III-R diagnosis.]

How does a clinician know whether a patient is receiving the most appropriate clinical care? The current consensus favors treatment that is matched or tailored to the patient's needs and expectations. "Differential Therapeutics" is the name given to a systematic way of describing the tailored approach to treatment selection (1). Differential Therapeutics is based on a comprehensive evaluation and integrative case formulation, as well as on a negotiated, mutual agreement about treatment expectations and methods.

Briefly, a comprehensive clinical evaluation usually includes the presenting complaint and its history, mental status, social and developmental history, health status, previous treatment, and the patient's explanation of their condition and expectations for treatment. These last two items represent the patient's formulation.

In addition, the Adlerian clinician would observe and elicit information on the life task's and of life style themes and convictions. The integrative case formulation suggests the origins and meaning of the patient's concerns. Because it is an integrative statement it accounts for biological and familial predispositions; the patient's coping skills; life style convictions; as well as interpersonal, occupational and social system factors. A five axes DSM III-R diagnoses, problem list and statement of the patient's motivation and capacity for treatment, as well as prognosis, round out the formulation.

The negotiation process begins with the clinician acknowledging the patient's formulation and the similarities and differences from the clinician's formulation. The ensuing discussion allows the clinician to educate the patient about his illness and clarify misconceptions about it and the treatment process. Discussion of the patient's expectations for the treatment process and outcomes facilitates negotiating a mutually agreeable direction for treatment and a therapeutic relationship based on cooperation.

Then, the specifics of treatment selection can be discussed. Francis, Clarkin and Perry (1) indicate that there are five axes that need consideration in any decisions about treatment selection: setting; format; timing; method, and somatic treatment. Setting refers to the place treatment occurs: inpatient, outpatient, day hospital, residential treatment center, etc. Format is determined by who directly participates in treatment: individual, marital, family or group. Timing refers to both the duration and frequency of sessions - the length of treatment as well as the length and frequency of sessions. Method refers to specific psychosocial interventions and strategies that

facilitate achievement of treatment goals. Somatic treatments refer to medication, diet, or medical interventions which further facilitate treatment outcomes.

Treatment Approaches to the Case of Mrs. A

Historically, the most common approach to treatment selection was to view all patients and their problems as basically the same, and apply a single therapy or mix of therapies that were a part of the therapists repertoire. For example, Clinician I, trained as a DSM III-R generation therapist, is consulted by a somewhat depressed patient with obsessions and compulsions. He plans a course of treatment based on antidepressant medication and cognitive therapy, without consideration for the patient's personality style, social contexts, or treatment capacity and expectations. Similarly, Clinician II might see the same patient and spend the first three sessions collecting family constellations and early recollections, and then begin interpret and foster insight into the patient's depressive lifestyle. In looking back to the most famous and revered of Alfred Adler's cases, the question can be asked: If Mrs. A were to appear for treatment today, would she be best served by Clinician I, or II, or by Clinician III who would endeavor to tailor the treatment to Mrs. A's needs and expectations?

Clinician III would probably turn first to the diagnostic formulation of the case with its five axes DSM III-R diagnoses (3) and its the short-term problem list of: cleaning compulsion, obsessions involving aggressive behavior and fears of knives; dysphoric mood; and concerns about the safety of Mrs. A and her children given her impulsive style. Clinician III would note that current clinical lore suggests a short course of treatment with a trial of an antidepressant, anti-obsessive-compulsive medication (i.e., Prozac or Anafranil) and/or focused behavior therapy aimed at symptom reduction, plus whatever measures might be needed to insure that Mrs. A did not harm her children or herself. Then, because of the chronic severity of her condition, psychosocial stressors, as well as her histrionic, narcissistic and borderline personality features, a course of individual supportive therapy, with adjunctive sessions involving her husband and/or children, as well as a consideration of group therapy might be considered. Half hour sessions would probably be scheduled twice weekly until sufficient symptom reduction was achieved and a stable therapeutic relationship had developed. In the second phase of treatment, session might be weekly and focus on longer term problem issues such as child-parent, marital relations, and her characterological features such as entitlement, overcontrol, the need to somatize and threats of acting out, masculine protest, and so on. From the diagnostic formulation, it could be predicted that Mrs. A might prove to be a difficult patient, but would merit a fair to good prognosis, assuming she would continue in her commitment to treatment.

Supplementing this diagnostic dimension of the formulation would be the dynamic dimension. Based on Adler's (2) commentary, the following

[Continued on page 4]

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Differential Therapeutics [Starts on page 3]

husband and family continued in their caretaking roles. Shulman (2) wisely notes that Mrs. A utilized interpersonal relationships as a means of gaining dominance and resisting submission, and so she would likely construe cooperation as conquest. Therefore, Clinician III would anticipate that the development of cooperative therapeutic relationships would take some time and that the negotiating phase of therapy would be very important and could not be underplayed. Also, because Mrs. A showed relatively little insight and psychological mindedness, and was rather ambivalent, Clinician III could not focus treatment primarily on insight and interpretation, especially in the beginning.

In short, Clinician III would endeavor to gain Mrs. A's cooperation from the very onset by attending to her expectations of treatment and encouraging her involvement, aware of her ambivalent, controlling and entitled life style. Presumably, the mutually agreed upon treatment plan would involve symptoms reduction at first, followed by stabilization of marriage and family relations, and in the later stages, focus more on character logical issues.

To answer the question posed above: No, if Mrs. A presented for treatment today, she would not be particularly well served by Clinician I or II, when compared to Clinician III. Actually, Mrs. A was not treated by Adler, but was an ongoing patient of Dr. Hilda Weber, a non-Adlerian at the time. Adler brilliantly commented on a part of Dr. Weber's

written case study and deduced the life style themes noted above. In a postscript to the case, Dr. Weber (2) notes that Mrs. A was quite oppositional and increasingly symptomatic when Dr. Weber attempted an interpretative, insight-oriented approach in the early phase of treatment.

Today few would disagree that a tailored approach to a patient's needs and expectations is superior and more respectful of the patient than approaches which are tailored to the therapist's style and need. In a previous paper, (3), we have argued that the descriptive and classificatory approach (DSM III-R) and the dynamic, explanatory approach (Individual Psychology) are both compatible and complementary.

In this paper we pointed to the tremendous potential for "cooperation" between these two perspective in promoting tailored treatment that is more patient-centered and effective than those which are more reductionistic and clinician-centered approaches.

References:

- (1) A. Frances, J. Clarkin & S. Perry (1984) Differential Therapeutics in Psychiatry: The Art and Science of Treatment Selection New York: Brunner/Mazel.
- (2) A. Adler (1969) The Case of Mrs. A: The Diagnosis of a Life Style 2nd ed. with commentary by B. Shulman, M.D. Chicago: Alfred Adler Institute Publishers.
- (3) L. Sperry (1989) "DSM III-R and Individual Psychology" NASAP Newsletter, 22, 2:1 1&2.

Book Review

Allan Cox, The Achiever's Profile: 100 Questions & Answers to Sharpen Your Executive Instincts (New York: American Management Association; AMACOM; 1988) ISBN:0-8144-5796-7. Hardcover, \$17.95

There are few other writers in the management field who have integrated the principles of Adlerian Psychology so well as Allan Cox in his new book, The Achiever's Profile. Cox, who is a member of NASAP, has written a book of "...one hundred 'fast-take' chapters..." designed to present "...specific behavior benchmarks that let us know we're on the right track and engaged in the right processes...(these benchmarks)...constitute the achiever's profile."

Cox, who is writing primarily for an audience of other managers, discusses ways of building skills and ideas for managerial achievement. From the simple "Experimenting With People in Place" to "Encouraging Authenticity", Cox asks questions and gives tests and advice to managers on many day to day problems, as well as, "take action" steps to achieve these goals.

I found the book both interesting and quite frustrating. The book's style of short 2-5 page chapters was probably intended to cover a large number of ideas quickly and efficiently for managers that are not used to reading long essays. Cox is a knowledgeable, interesting and savvy business consultant who gives the reader insight into the process of management. But just as he gets into an interesting idea, he leaves it and me wanting more.

The book is not an application of Adlerian concepts but rather a discussion of management from someone who has integrated Adlerian ideas into his work. For many psychologists and interested Adlerians unfamiliar with management consulting, he gives a good "taste" of the work and approaches to the job. For those looking for a larger appetite, I would recommend his previous works The Making of the Achiever (1984) or even his first, more well known work, Confessions of a Corporate Headhunter (1973).

This is a book I would put on my night table and take in short pieces. It will give you an insight into the way executives think and the issues that concern them. I think you will see Adlerian values and principles as they might be practiced. It may also give you some ideas on how to further apply them in your own work settings. Cox's discussion, ideas and writing skill produce a very interesting, readable and broad array of management issues. The action plans and "skills" approach is interesting but the lack of depth is a flaw if you are looking for more.

Ira Schoenwald, Ph.D.  
California State University Dominguez Hills  
Carson, California 90747

(Available from AMACOM, American Management Association. 135 West 50th Street, New York, NY 10020. Hardcover \$17.95.)

The Achiever's Profile has been selected as the Book of the Month - see right column.

Book of the Month

[NASAP members have a new benefit. Selected materials are offered at 20% off list price through the Newsletter.]

Allan Cox, The Achiever's Profile: 100 Questions & Answers to Sharpen Your Executive Instincts (New York: American Management Association; AMACOM; 1988) ISBN:0-8144-5796-7. List price, Hardcover, \$17.95

This book is reviewed by Ira Schoenwald in the left column of this page.

Hardcover, List price: \$17.95  
NASAP Member price: \$14.36

----- Order Form -----

Please send \_\_\_ copies of The Achiever's Profile @ \$14.36 each.

Method of Payment

\_\_\_ Check enclosed (US Funds)

\_\_\_ Bill my Visa or MasterCard:

Account # \_\_\_\_\_ Exp Date \_\_\_\_\_

Please add \$3 postage and handling per item.

Total materials + p/h = \$ \_\_\_\_\_

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- Please Note -

- \* This offer is good until April 15, 1989.
- \* This book will be shipped direct to you from Allan Cox Associates in Chicago.
- \* NASAP receives a percentage of your purchase price through an agreement with the authors.

Send your order to:

NASAP Book Sales  
202 S. State Street, #1212  
Chicago, IL 60604

If you would like your book or educational materials reviewed in the Newsletter, please send a copy to the Central Office.

# # # #

Differential Therapeutics, Cont'd from page 3

life style themes and convictions can be stated: Mrs. A viewed life as hostile, unfair, and overcontrolling. She saw herself as a victim who expected to be humiliated, but also believed she was entitled to be treated differently. Therefore, she demanded that others take care of her, and utilized obsessions, compulsions and threats of harming herself and her child, to insure that her  
(Continued on page 6 [back cover])

\* News and Events from the Regions \*

REGION V--NORTHEAST

[Note: The \* symbol indicates a new listing]

REGION I--NORTHWEST

\*Seattle--The Puget Sound Adlerian Society, with AIAS of Chicago, presents a workshop by Robert L. Powers and Jane Griffith, "Gender Guiding Lines and Role Models", on Saturday, April 15, 9am - 4:30pm. Pre-registration (by March 15) PSAS members \$60, all others \$65; \$75/80 late registration fees. Contact Marcia Mullins, 2600 E. Helen St., Seattle, 98112, 206-322-8846.

Bellevue, Washington--Jane Nelsen, Ed.D., will present "Positive Discipline" on March 22nd, 7:15 - 9:15pm, \$10/person, \$15/couple, at Bellevue Community College. Sponsored by Overland Hospital. Contact 462-5259 for additional information.

REGION II--MIDWEST

\*Cincinnati--One week intensive courses/workshops will be offered as the 4th Annual Summer Institute in Counseling by the Counseling program of the University of Cincinnati. Designed for post-masters level professional counselors seeking to improve their skills through continuing education. "Strategies and Techniques in Counseling: An Adlerian Perspective", Dr. William G. Nicoll, July 17-21; "Problem Identification and Diagnosis: DSM-III-R", Dr. F. Robert Wilson. Graduate and CEU credits available; reasonable rates for on-campus and adjacent housing. Contact: William G. Nicoll, Ph.D., Counseling Program, College of Education, University of Cincinnati, OH 45221 (513) 556-3342 or Ms. Donna Burns, Continuing Education, (513) 556-5994.

Chicago--The Americas Institute of Adlerian Studies (AIAS), Robert Powers, Psychologist, Chairman, offers "Applying Psychological Skills", April 21-24. All AIAS courses lead to the Certificate of Professional Studies in Individual Psychology, 30 APA or NBCC credit hours per course, BRN credit available, physicians may claim category 2 credit. Courses may be taken in any sequence and at any location (Chicago, San Diego County, Columbia, SC). Contact: Jane Griffith, 600 N. McClurg Ct., Suite 2502A, Chicago, IL 60611-3027. 312/337-5066.

REGION III--SOUTH

Columbia, SC--South Carolina Society of Adlerian Psychology (SCSAP) will hold meetings on March 15, May 10, August 23. The Annual Myrtle Beach Conference has been scheduled for September 22-24. For additional information, contact: Skip Dickens, SCSAP President, Box 2408, Columbia, SC 29202.

Columbia, SC--AIAS, Ltd. will conduct "Assessing Individual and Group Styles" May 4-7, 1989. [see Chicago notice for credit and certificate information]. Contact: Carey Washington, Ph.D., 803-765-7770 daytime or Chicago AIAS offices.

Montreal--AAI-Quebec offers Psychodynamics of Psycho-pathology (C301) by Dr. Gerald Modzierz March 4-5, 18-19. Contact: AAI-Q, 4947 Grosvenor Ave., Montreal, Qc., H3W 2M2, (514-731-5675).

REGION VI--FAR WEST

Tucson--The Adlerian Society of Arizona will hold meetings on March 24 (Carol Davis Evans on Early Recollections) and April 28 (Ruth Unger on the dynamics of sex abuse). A \$5 donation is requested at each event. ASA's first intensive will be March 3-4-5 with Heinz Ansbacher, and is open to all NASAP members. Contact: Carol Kivel, ASA, Box 40635, Tucson, AZ 85717, or Erik Masager at 602-792-6393.

San Diego, CA--AIAS-San Diego County offers "Understanding Personality Development and Dynamics" May 6 & 7, 20 & 21. [see AIAS-Chicago notice for credit and certificate information]. Contact: Steven A. Maybell, Ph.D., Director, AIAS-SDC, 486 Hillway Drive, Vista, CA 92084 (619) 758-4658.

\*San Francisco--AAI of San Francisco conducts Continuing Case Study Seminar with Sophia de Vries and Henry Stein, March 11 and April 8. Fourth annual "Adlerian Summer Intensive" featuring "Creative Individual, Couple, and Marriage Family Techniques" with Stein and de Vries, July 14-19; low-cost housing available. Contact: Henry T. Stein, Director, AAI-SF, 7 Cameo Way, SF, CA 94131 (415) 282-1661.

\*Berkeley, CA--AWIRTH spring quarter classes are March 16th through May 18: Psychodynamics of Psychopathology, Individual Counseling in the Group Setting II, Understanding Human Nature. Individual Psychology marathons led by Dr. Lucy K. Ackerknecht on March 4 and April 1. Contact: Nancy Hawkins-Randall, Associate Director, AWIRTH, 226 Stanford Avenue, Berkeley, CA 94708, (415) 524-4929.

INTERNATIONAL

Interlaken, Switzerland--The 22nd ICASSI Rudolf Dreikurs Summer Institute will be held July 16-29, 1989. For information, contact Roland Hawes, ICASSI Administrator, 113-2419 Bellevue Ave., West Vancouver, BC V7V 4T4.

\*Argeles-sur-Mer, France--AWIRTH summer Seminar, August 8-15, Dr. Ackerknecht on "Adler's Vision of the New Paradigm". Contact: see Berkeley, CA listing in Region VI.

\* \* \* \*

Clarification

Events listed on this page must be of general interest to the membership, open to outsiders, and have a contact person.

Send listings to the Central office by the 15th of the month, including contact person, address, and telephone number. Items may be telephoned to Neva Hefner at 312-939-0834.

Organizations are requested to place NASAP on their mailing list for newsletters, publicity releases, and other information mailings.