#### THEORY & PRACTICE OF THERAPEUTIC MASSAGE, 6TH EDITION—REVISION SYNOPSIS

Welcome to the new *Theory and Practice of Therapeutic Massage*, Sixth Edition. This new edition contains the following features that will enhance its use:

- More concise learning objectives that appear not only at the beginning of each chapter but also as insertions in the text before the subject is covered.
- Each chapter includes a "Why Study" section that explains why it is important to understand the concepts discussed in the chapter.
- Eighteen of the twenty-two chapters include a feature called "Massage Corner." These boxes contain valuable and interesting
  information for the student.
- Twelve chapters include a "Student Activity" box that encourages students to put into practice the concepts discussed in the chapter.
- In chapters that describe a protocol or a massage process, a new "Procedure format" provides an easy step-by-step process that includes pictures and a description for each step in the process.
- Content has been revised using recommendations from the Entry-Level Evaluation Project (ELAP), a report endorsed by the AMTA, ABMP, COMTA, AFMTE, MTF, NCBTMB, and FSMTB.
- The Pharmacology Index appeared at the end of the text in the fifth edition. For the sixth edition, the index moved to the online student companion site so that students can easily search for key terms and drugs.

The synopsis lists a side-by-side comparison of the 5th edition of *Theory & Practice of Therapeutic Massage* and the current 6th edition of *Theory & Practice of Therapeutic Massage*.

- Column I lists the learning objectives for each chapter contained in the 5th edition.
- Column II lists the learning objectives for each chapter contained in the 6th edition.
- Column III indicates the similarities between the two editions and identifies specific information that has been added or deleted in the 6th edition.

## THEORY & PRACTICE OF THERAPEUTIC MASSAGE, 5th Edition

### PART I: HISTORY AND ADVANCEMENT OF THERAPEUTIC MASSAGE Chapter 1. The Historical Overview of

### Chapter 1 – The Historical Overview of Massage

#### **Objectives:**

- 1. Explain why massage is known as one of the earliest remedial practices for the relief of pain and discomfort.
- Explain why massage is a natural and instinctive remedy for some illnesses and injuries.
- Identify three historic Greeks who professed the benefits of exercise and massage.
- 4. Explain how developments in the nineteenth century influenced modern massage therapy.
- 5. Describe the basic differences in massage systems.

Explain why it is important for massage practitioners to understand massage history.

# THEORY & PRACTICE OF THERAPEUTIC MASSAGE, 6th Edition

#### PART I: HISTORY AND ADVANCEMENT OF THERAPEUTIC MASSAGE Chapter 1 – Historical Overview of Massage

#### **Objectives:**

- 1. Explain why massage is known as one of the earliest remedial practices for the relief of pain and discomfort.
- Compare the influence that China, Japan, and India have had in the development of massage.
- 3. Identify three ancient Greek or Roman physicians who professed the benefits of exercise and massage.
- 4. Explain how developments in the nineteenth century influenced modern massage therapy.
- 5. Explain why the popularity of massage declined in the early part of the twentieth century.
- 6. List two individuals and the techniques they introduced during the second quarter of the twentieth century that still influence the massage industry today.
- 7. Identify four influences leading to the renaissance and acceptance of massage in the latter half of the twentieth century.

#### SYNOPSIS OF CHAPTERS New or changed content in 6<sup>th</sup> Edition

 5th Ed. – 6th Ed.: Both editions cover essentially the same information, including an introduction to the field of massage therapy, the history of massage, and an introduction to different massage systems.

- The definition of massage has been updated to correspond to the ELAP guidelines.
- The Hippocratic oath has been deleted because this can easily be viewed by students using an online search.
- The term massage has been replaced with manipulation or manual therapies in the history section. The term massage was not used until late in the nineteenth century.
- A Massage Corner was added, including a list of professional massage organizations with their corresponding websites.

# The role of the NCBTMB changed from administering the NCE as a state licensing exam to an advanced Board Certification. This change has been noted in the text.

# Chapter 2 – Requirements for the Practice of Therapeutic Massage Objectives:

- 1. Explain the educational and legal aspects of scope of practice.
- 2. Explain how state legislation defines the scope of practice of therapeutic massage.
- Explain why the massage practitioner must be aware of laws, rules, regulations, restrictions, and obligations governing the practice of therapeutic massage.
- 4. Explain why it is necessary to obtain a license to practice therapeutic body massage.
- 5. Explain the difference between certifications and licenses.

Give reasons why a license to practice massage might be revoked, canceled, or suspended.

# Chapter 2 – Requirements for the Practice of Therapeutic Massage Objectives:

- 1. Explain the educational and legal aspects of scope of practice.
- 2. Discuss how state legislation defines the scope of practice of therapeutic massage.
- Articulate why the massage practitioner must be aware of the laws, rules, regulations, restrictions, and obligations governing the practice of therapeutic massage.
- 4. Describe the educational requirements necessary to obtain a license to practice therapeutic body massage.
- Give reasons a license to practice massage might be revoked, canceled, or suspended.
- 6. Compare the difference between certifications and licenses.
- 7. Define the term *evidence-informed practice*.
- 8. Discuss the concept of an evidenceinformed practice, including why it is important and what skills a therapist needs.

- 5th Ed. – 6th Ed.: Both editions cover essentially the same information, including scope of practice; legal aspects of massage; the laws, rules, regulations, restrictions, and obligations governing the practice of therapeutic massage; requirements for obtaining a license to practice massage; the differences between licensure and certification; and why licenses might be revoked, canceled, or suspended.

#### Changes to the 6<sup>th</sup> Edition:

 A new section titled "Stay Up to Date with Research Literacy" has been added. It includes expanded content on research literacy and the importance of locating, comprehending, and evaluating valid information and how to apply it to clinical practice.

#### 9. Define the term research.

- 10. Outline the steps to take to locate information about the efficacy of a particular massage technique.
- 11. Describe these sections of a research article: abstract, introduction, methods/ methodology, results/findings, discussion, and references.
- 12. List two indicators that a research study is reliable.
- 13. List two indicators that a research study is not reliable.
- 14. Meet the health recommendations to practice therapeutic massage.

# Chapter 3 – Professional Ethics for Massage Practitioners Objectives:

- 1. Define the meaning of professional ethics.
- 2. Explain how the practice of good ethics helps build a successful massage practice.
- 3. Differentiate between personal and professional boundaries.
- 4. Designate at least eight areas to consider when establishing professional boundaries.
- 5. Define a therapeutic relationship and client-centered relationship.
- 6. Explain the effects of a power differential in the therapeutic relationship.
- 7. Explain the effects of transference, countertransference, and dual relationships in the therapeutic setting.
- 8. Discuss why sexual arousal may occur

# Chapter 3 – Professional Ethics for Massage Practitioners Objectives:

- 1. Define ethics.
- 2. Explain how the practice of good ethics helps build a successful massage practice.
- 3. Differentiate between personal and professional boundaries.
- 4. Designate at least eight areas to consider when establishing professional boundaries.
- 5. Define a therapeutic relationship and a client-centered relationship.
- 6. Explain the effects of a power differential in the therapeutic relationship.
- 7. Examine the effects of transference, countertransference, and dual relationships in the therapeutic setting.
- 8. Discuss why sexual arousal can occur during a massage session and what to

5th Ed. – 6th Ed.: Both editions cover essentially the same information, including professional ethics: boundaries; the therapeutic and client-centered relationship; the power differential; the effects of transference. countertransference, and dual relationships; sexual arousal and desexualizing massage; ethical touch; supervision; good health habits; human relations and success attitudes; and ways to build a sound business reputation.

#### Changes to the 6<sup>th</sup> Edition:

 The codes of ethics for the National Certification Board for Therapeutic Massage and

- during a massage session and what to do if it does.
- 9. Discuss why and how to desexualize the massage experience.
- 10. Define supervision and its importance to the massage professional.
- 11. Discuss the importance of good health habits and professional projection.
- 12. Discuss the importance of human relations and success attitudes.Discuss ways to build a sound business reputation.

- do if it does.
- 9. Explain why and how to desexualize the massage experience.
- 10. Define *supervision* and its importance to the massage professional.
- 11. List and then discuss examples of ethical business practices.
- 12. Discuss the importance of good health habits and professional projection.
- 13. Assess the importance of human relations and an attitude of success.

Bodywork (NCBTMB) and the American Massage Therapy Association (AMTA) have been removed from the 6<sup>th</sup> Edition.

- A student activity has been added that asks the student to go online and look up and compare the Code of Ethics of the AMTA, the ABMP, and the NCBTMB.
- A new section on "Conflict Resolution and Management" has been added.
- A student activity has been added that includes ethical and/or conflict-resolution scenarios for the student to offer possible solutions or remedies for the situations.

# PART II: HUMAN ANATOMY AND PHYSIOLOGY Chapter 4 – Overview Objectives:

- 1. Explain the meanings of the important terms indicated in boldface listed in this chapter.
- 2. Explain why a massage therapist should have a good understanding of anatomy, physiology, and pathology.
- 3. Explain the physiological and

# PART II: HUMAN ANATOMY AND PHYSIOLOGY Chapter 4 – Overview of Human Anatomy and Physiology and Medical Terminology Objectives:

- 1. Define anatomy, physiology, kinesiology, and pathology.
- 2. Explain why a massage therapist should have a good understanding of anatomy,
- 5th Ed. 6th Ed.: Both editions cover essentially the same information, including the definitions of anatomy, physiology, pathology, kinesiology, and histology, the physiologic and psychological effects of stress and pain, and the healing functions of the body, including inflammation and tissue repair, the wellness

- psychological effects of stress and pain and the role of massage therapy in the management of stress and pain.
- 4. Describe the healing functions of the body in terms of inflammation and tissue repair.
- Describe the wellness model and how massage may be a part of that model.
   Be able to derive the meaning of medical terms by breaking the terms into their parts and defining the parts.

- physiology, and pathology.
- 3. Differentiate between a sign and a symptom of a disease.
- 4. Explain the physiologic and psychological effects of stress and pain and the role of massage therapy in the management of stress and pain.
- 5. Describe the healing functions of the body in terms of inflammation and tissue repair.
- 6. Describe the wellness model and how massage can be a part of that model.
- 7. Derive the meaning of medical terms by breaking the terms into their parts and defining those parts.

model, and medical terminology.

#### Changes to the 6<sup>th</sup> Edition:

- The chapter title changed to represent all of the major topics discussed in this chapter.
- A research study cited in the section titled "The Role of Therapeutic Massage in Stress and Pain" illustrates the effects of massage on muscles that have been worked to the point of fatigue.

# Chapter 5 – Human Anatomy and Physiology Objectives:

- 1. Explain the level of complexity regarding how the human body is formed, starting from the atom.
- 2. Name the three principal parts of a cell.
- 3. Name and then explain the five phases of cell mitosis.
- 4. Describe enzymes and their function.
- 5. Describe four types of tissue in the human body.
- 6. Name the anatomical planes of the body.
- 7. List the subdivisions of the ventral and dorsal cavities and the major organs

# Chapter 5 – Human Anatomy and Physiology Objectives:

- Demonstrate knowledge of basic human anatomy and physiology as a requisite in mastering the theory and practice of therapeutic massage.
- 2. Name the anatomical planes, regions, cavities, and parts of the body.
- 3. Name the ten most important body systems.
- 4. Explain the structures and functions of the various body systems.

 5th Ed. – 6th Ed.: Both editions cover essentially the same information, including basic human anatomy and physiology; the anatomical planes, regions, cavities, and parts of the body; the function of the organs; and the ten most important body systems, including the integumentary, skeletal, muscular, circulatory, nervous, endocrine, digestive, respiratory, urinary, and reproductive systems.

#### Changes to the 6<sup>th</sup> Edition:

Learning objectives are added for each body system in the chapter.

found in each.  8. Locate each region of the body.  9. Name the ten most important body systems for massage therapists.  10. Explain the structures and functions of the various body systems.		<ul> <li>The HIV/AIDS information in the section titled "Dysfunctions of the Immune System" has been expanded with material that was moved from Chapter 19, Massage for Special Populations.</li> <li>The excretory system is no longer listed as a body system. The urinary system takes its place and is described as being the kidneys, bladder, urethra, and ureters.</li> </ul>
SYSTEM 1 REVIEW THE INTEGUMENTARY SYSTEM—THE SKIN Objectives: S1-LO 1 List the principal functions of the skin. S1-LO 2 Describe the structure of the skin. S1-LO 3 List the sensory receptors in the skin. S1-LO 4 Identify the primary and secondary lesions of the skin.	SYSTEM 1 REVIEW THE INTEGUMENTARY SYSTEM—THE SKIN Objectives: Learning objectives were <i>not</i> included in the 5 <sup>th</sup> edition.	<ul> <li>Changes to the 6<sup>th</sup> Edition: <ul> <li>Learning objectives were added for each body system in the 6<sup>th</sup> edition.</li> <li>Synthesis of vitamin D is added to the functions of the skin.</li> <li>A section titled "Sensory Receptors" has been added and describes the different sensory receptors and nerve endings in the dermis.</li> <li>A new table has been added showing images of primary and secondary lesions of the skin.</li> </ul> </li> </ul>
SYSTEM 2 REVIEW THE SKELETAL SYSTEM Objectives: S2-LO 1 Describe the functions of the skeletal system.	SYSTEM 2 REVIEW THE SKELETAL SYSTEM Objectives: Learning Objectives were <i>not</i> included in the 5 <sup>th</sup> edition.	Changes to the 6 <sup>th</sup> Edition:  - Learning objectives were added for each body system in the 6 <sup>th</sup> edition.

S3-LO 1 List the functions of the muscular system. S3-LO 2 Compare and differentiate three types of muscle tissue. S3-LO 3 Describe three characteristics of muscles. S3-LO 4 Describe the structure of skeletal muscles. S3-LO 5 Explain what happens during a muscle contraction. S3-LO 6 Differentiate between aerobic and anaerobic respiration in a muscle cell. S3-LO 7 Differentiate between postural and phasic muscles. S3-LO 8 Describe seven shapes of muscles and give examples of each. S3-LO 9 Describe muscle insertion and origin. S3-LO 10 Identify the insertion, origin, and action of the major skeletal muscles of the human body. S3-LO 11 Locate and name the major skeletal muscles of the human body.	Descrives: Learning objectives were not included in the 5 <sup>th</sup> edition.  SYSTEM 4 REVIEW THE CIRCULATORY	each body system in the 6 <sup>th</sup> edition.  - Content in a section titled "Muscle Shapes" has been added and includes definitions and art.  Changes to the 6 <sup>th</sup> Edition:
SYSTEM	SYSTEM	

Objectives:	Objectives:	- Learning chiectives were added for
Objectives: S4-LO 1 List the parts of the cardiovascular system. S4-LO 2 Describe the structure of the heart. S4-LO 3 Differentiate between five classifications of blood vessels. S4-LO 4 Describe and differentiate between pulmonary circulation and systemic circulation. S4-LO 5 Describe the basic functions and composition of blood. S4-LO 6 List the parts included in the lymph-vascular system. S4-LO 7 Explain the functions of the lymph system. S4-LO 8 Describe the circulation of lymph from the interstitial spaces until it returns to the venous blood flow. S4-LO 9 Explain the function of B-cells and T-cells in the immune system. S4-LO 10 Describe the stages of HIV/AIDS. S4-LO 11 Explain the transmission of HIV/AIDS.	Objectives: Learning objectives were <i>not</i> included in the 5 <sup>th</sup> edition.	- Learning objectives were added for each body system in the 6 <sup>th</sup> edition.
SYSTEM 5 REVIEW THE NERVOUS SYSTEM Objectives:	SYSTEM 5 REVIEW THE NERVOUS SYSTEM Objectives:	Changes to the 6 <sup>th</sup> Edition: - Learning objectives were added for
S5-LO 1 List the functions of the nervous system. S5-LO 2 Identify the parts of a neuron. S5-LO 3 Differentiate between three types of neurons. S5-LO 4 Describe six types of neuroglia (glial cells). S5-LO 5 Label the parts of the central nervous system on a diagram. S5-LO 6 Describe the function of each part	Learning objectives were <i>not</i> included in the 5 <sup>th</sup> edition.	<ul> <li>each body system in the 6<sup>th</sup> edition.</li> <li>A section titled "Neuroglia" has been added; it covers <i>glial cells</i>, which help support, nourish, and protect the neurons.</li> <li>The section titled "Proprioception" has been moved and is now titled "The Peripheral Nervous System."</li> </ul>

of the central nervous system. S5-LO 7 Identify the parts of the peripheral nervous system. S5-LO 8 List five types of receptors and what they detect. S5-LO 9 Describe proprioception. S5-LO 10 Differentiate between the sympathetic and the parasympathetic nervous systems.		
SYSTEM 6 REVIEW THE ENDOCRINE SYSTEM Objectives: S6-LO 1 Name and identify the location of each of the endocrine glands. S6-LO 2 List the hormones associated with each of the endocrine glands. S6-LO 3 List the principal function of each of the endocrine glands.	SYSTEM 6 REVIEW THE ENDOCRINE SYSTEM Objectives: Learning objectives were <i>not</i> included in the 5 <sup>th</sup> edition.	Changes to the 6 <sup>th</sup> Edition:  - Learning objectives were added for each body system in the 6 <sup>th</sup> edition.
SYSTEM 7 REVIEW THE RESPIRATORY SYSTEM Objectives: S7-LO 1 List the major organs of the respiratory system. S7-LO 2 Identify the three levels of respiration and where they take place. S7-LO 3 Describe breathing.	SYSTEM 7 REVIEW THE RESPIRATORY SYSTEM Objectives: Learning objectives were <i>not</i> included in the 5 <sup>th</sup> edition.	Changes to the 6 <sup>th</sup> Edition:  - Learning objectives were added for each body system in the 6 <sup>th</sup> edition.
SYSTEM 8 REVIEW THE DIGESTIVE SYSTEM Objectives: S8-LO 1 Identify the structures that compose the digestive system. S8-LO 2 Describe the physical process of digestion.	SYSTEM 8 REVIEW THE DIGESTIVE SYSTEM Objectives: Learning objectives were <i>not</i> included in the 5 <sup>th</sup> edition.	Changes to the 6 <sup>th</sup> Edition:  - Learning objectives were added for each body system in the 6 <sup>th</sup> edition.

SYSTEM 9 THE EXCRETATORY SYSTEM Objectives: Learning objectives were not included in the 5 <sup>th</sup> edition.  SYSTEM 10 REVIEW THE HUMAN REPRODUCTIVE SYSTEM Objectives: Learning objectives were not included in the 5 <sup>th</sup> edition.	Changes to the 6 <sup>th</sup> Edition:  - Learning objectives were added for each body system in the 6 <sup>th</sup> edition.  - The excretory system is no longer listed as a body system in this edition. It is now described as the urinary system and consists of the kidneys, bladder, urethra, and ureters.  Changes to the 6 <sup>th</sup> Edition:  - Learning objectives were added for each body system in the 6 <sup>th</sup> edition.
PART III: MASSAGE PRACTICE Chapter 6 – Effects, Benefits, Indications, and Contraindications of Massage Objectives:	5th Ed. – 6th Ed.: Both chapters cover the benefits and effects of massage on the body, contraindications, and endangerment sites.  Changes to the 6 <sup>th</sup> Edition:
	SYSTEM Objectives: Learning objectives were not included in the 5 <sup>th</sup> edition.  SYSTEM 10 REVIEW THE HUMAN REPRODUCTIVE SYSTEM Objectives: Learning objectives were not included in the 5 <sup>th</sup> edition.  PART III: MASSAGE PRACTICE Chapter 6 – Effects, Benefits, Indications, and Contraindications of Massage

benefits of massage.

- 2. Describe the effects of massage on the skin.
- 3. Describe the effects of massage on the muscular system.
- 4. Describe the effects of massage on the nervous system.
- 5. Describe the effects of massage on the circulatory system.
- 6. Explain the psychological effects and benefits of massage.
- 7. List 17 conditions most frequently relieved by regular massage treatment.
- 8. Differentiate among absolute, regional, and conditional contraindications.
- 9. List at least six common contraindications for massage.
- 10. Identify the major endangerment sites on the body.

- benefits of massage.
- 2. Explain the psychological effects and benefits of massage.
- 3. Describe the effects of massage on the circulatory, muscular, and nervous systems of the body.
- 4. Describe the effects of massage on the skin.
- 5. Explain the main contraindications for massage.

- New content in a section titled "Effects of Massage on Pain" has been added to introduce the concept of "central sensitization."
- Under the section titled "Effects of Massage on the Circulatory System," claims that massage increases venous and lymph flow have been toned down or removed because of lack of research evidence. The statement that an important principle to remember in Swedish massage is to always massage centripetally toward the heart was also deleted.
- A new Massage Corner titled "Medications and Massage" has been added and lists the families of medications and the precautions and/or contraindications related to them.
- A new graphic illustrates endangerment sites.
- A new Student Activity (at the end of the chapter) challenges students to review medical history/intake forms and determine contraindications.
- An additional Student Activity was added to help students identify the location of endangerment areas on each another.

### Chapter 7 – Equipment, Products, and Environment

#### **Objectives:**

- 1. List important considerations when preparing a space to do massage.
- 2. Prepare a checklist of supplies and equipment needed for therapeutic massage.
- 3. Check and adjust lighting for the massage room.
- 4. Select a massage table.
- 5. Name and describe various lubricants used for body massage.

### **Chapter 7 – Equipment and Products Objectives:**

- Prepare a checklist of supplies and equipment needed for therapeutic massage.
- 2. Describe various products and their use.
- 3. Select a massage table.
- 4. Check and adjust lighting for the massage room.
- 5. Check all equipment for safety and readiness.

 5th Ed. – 6th Ed.: Both chapters cover essentially the same content, including what equipment and products are required for massage practice, the massage room environment, and safety requirements.

#### Changes to the 6<sup>th</sup> Edition:

- Survey results regarding your place of business have been updated from 1990 to 2014.
- Terminology and the definition for sanitation have been replaced by infection control.
- Terminology and the definition for sanitized have been replaced by cleaned.
- A small section titled "The Massage Chair" has been added after the section titled "Massage Table" to introduce the massage chair.

# Chapter 8 – Infection Control and Safety Practices Objectives:

- 1. Define the term *infection control*.
- 2. Explain the need for laws that enforce the strict practice of infection control.
- 3. Describe the path of infection of common pathogens.
- 4. Differentiate between pathogenic and nonpathogenic bacteria.

### Chapter 8 – Sanitary and Safety Practices

#### **Objectives:**

- 1. Explain the need for laws that enforce the strict practice of sanitation.
- 2. Sanitize implements and other items used in massage procedures.
- 3. Explain the difference between pathogenic and nonpathogenic bacteria.

 5th Ed. – 6th Ed.: Both editions cover essentially the same content, including laws and practice of infection control, pathogens, and infection, how to clean and disinfect the massage areas and equipment, hand washing, and safety practices.

#### Changes to the 6<sup>th</sup> Edition:

- The chapter title changed for this

- 5. Explain the importance of cleanliness of yourself and of surroundings to protect against the spread of disease.
- 6. Demonstrate the best method for cleaning the hands and nails.
- 7. Describe how various disinfectants, antiseptics, and other cleaning products are used most effectively.
- 8. Explain the role of safety in the massage therapy business.

- Explain the importance of cleanliness of a person and of surroundings as protection against the spread of disease.
- 5. Explain how various disinfectants, antiseptics, and other products are used most effectively.
- 6. Explain the role of safety in the massage therapy business.

edition.

- Terminology has been updated throughout the chapter:
  - Sanitation has been replaced by infection control.
  - Sanitize and sanitary have been replaced with clean or cleaning.

The explanation and rationale behind these changes is covered in a publisher's note appearing at the start of the chapter.

- The content on "Decontamination Methods" has been rewritten to reflect the change in terminology mentioned above.
- The term *Universal Precautions* has been replaced with *Standard Precautions*.
- Ethyl or grain alcohol has been deleted from the list of disinfectants.
- Quaternary ammonium compounds (quats) have been added to the list of disinfectants.
- Procedure 8-1, Proper Hand-washing Technique is added to show the stepby-step process for the proper hand washing technique.
- "Summary of Precautions" from the

Chapter 9 – Consultation and Documentation Objectives:  1. Explain the importance of the consultation before a massage. 2. Demonstrate how to screen clients while making appointments. 3. Demonstrate how to determine the client's needs and expectations. 4. Explain why it is important to set policies during the first consultation. 5. Explain two ways of asking questions during the consultation. 6. Properly administer and review a client intake and health history form to identify potential health problems and contraindications. 7. Administer the appropriate body diagram, pose tactful questions related to the location of the client's discomfort, and record notes. 8. Determine the proper extent of the assessment for the type of massage service being offered. 9. Define a treatment plan. 10. Define the term informed consent. 11. List the type of information typically found in a client file. 12. Discuss SOAP charts and the type of	Chapter 9 – The Consultation Objectives:  1. Explain the importance of the consultation before a massage. 2. Demonstrate how to screen clients while making appointments. 3. Demonstrate how to determine the needs and expectations of the client. 4. Explain why it is important to set policies during the first consultation. 5. Define a treatment plan. 6. Explain what records should be kept and why it is important to keep them updated.	fifth edition has been removed and will instead appear on the student companion site for the 6 <sup>th</sup> edition.  - A "Housekeeping Checklist" has been added at the end of the chapter.  - 5th Ed. – 6th Ed.: Both editions cover essentially the same content, including the importance and aspects of consultation, documentation, and keeping records.  Changes to the 6 <sup>th</sup> Edition:  - A Student Activity has been added to give students experience reviewing intake forms and performing initial consultations with new clients.  - A short section titled "Use Client File Software and Online Services" along with a few sources for obtaining such software has been added.  - A summary was added at the end of the chapter.
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- information to appear under each heading.
- 13. Identify how software and online services are being used in massage facilities.
- 14. Explain which records should be kept and why they should be updated.

# Chapter 10 – Classification of Massage Movements Objectives:

- 1. Describe four forces that deform tissue for therapeutic gain.
- 2. Describe the seven major categories of massage methods.
- 3. Outline the fundamental movements for the seven major categories of massage methods.
- 4. Explain and demonstrate how each factor plays a part in therapeutic massage: intention, direction, speed, length, duration, rhythm and pressure.
- 5. Demonstrate mastery of basic massage movements.
- 6. Demonstrate passive and active joint movements.

#### Chapter 10 – Classical Massage Movements Objectives:

- 1. Describe the six major categories of massage movements.
- 2. Explain Swedish (classic) massage techniques.
- 3. Demonstrate mastery of basic massage movements.
- 4. Demonstrate passive and active joint movements.
- 5. Explain and demonstrate rhythm and pressure as applied to therapeutic body massage.

 5th Ed. – 6th Ed.: Both editions cover essentially the same content, including the classification of massage movements.

#### Changes to the 6<sup>th</sup> Edition:

- The chapter title has changed from Classical Massage Movements to Classification of Massage Movements, illustrating a shift from the classical terminology to a more contemporary classification of massage movements.

The classical terms *effleurage* and *petrissage* have been replaced by the more contemporary terms *gliding* and *kneading* throughout this edition.

 Due to the recommendations of the ELAP, a new section has been added that discusses forces applied to the tissues of the body either internally or externally. The content discusses therapeutic forces such as compressive forces, tension or tensile forces, twisting or torsion forces, and shearing forces.

		<ul> <li>With consideration of these forces, the classification of hands-on methods for massage and bodywork have new classifications that include: static methods, gliding methods, torsion methods, shearing methods, oscillating methods, percussive methods, and joint movement methods.</li> <li>Due to the reclassification of movements, wringing is no longer considered a torsion method rather than a friction movement.</li> <li>A new section titled "Discuss Factors That Influence Massage Strokes" has been added that covers therapeutic intention, engaging the tissues, direction, speed, length, duration, rhythm, and depth of a stroke.</li> <li>The heading in the 5th edition that was "Application of Massage Strokes" has been changed to "Learn The Effects and Benefits of the Massage Movements."</li> </ul>
Chapter 11 – Preparations for the Practitioner Objectives:  1. Describe self-care practices for the massage practitioner.	Chapter 11 – Application of Massage Technique Objectives:  1. Demonstrate mastery of various hand exercises specifically for the benefit of	5th Ed. – 6th Ed.: Both editions cover essentially the same content, including hand and body exercises, body mechanics and posture, and grounding and centering.
Differentiate between ergonomics and body mechanics.	massage practitioners.  2. Demonstrate correct standing posture	Changes to the 6th Edition:

- 3. Explain why it is desirable for the massage practitioner to observe good ergonomic practices.
- 4. Explain why it is necessary and desirable for the massage practitioner to use good body mechanics when performing massage.
- 5. Describe the concepts of grounding and centering and how these practices benefit the massage practitioner.
- 6. Demonstrate correct standing posture and movements specifically for the benefit of massage practitioners.
- 7. Explain why it is necessary and desirable for the massage practitioner to develop strong, flexible hands.
- 8. Demonstrate mastery of various hand exercises specifically for the benefit of massage practitioners.

- and movements specifically for the benefit of massage practitioners.
- Explain why it is necessary and desirable for the massage practitioner to develop coordination, balance, control, and stamina.
- 4. Explain why it is necessary and desirable for the massage practitioner to develop strong, flexible hands.
- 5. Describe the concepts of grounding and centering and how these practices benefit the massage practitioner.

- The chapter title changed for this edition.
- This new edition adds a section titled "Self-care for the Therapist" that includes a discussion of ergonomics and compares and contrasts ergonomics and body mechanics.
- A small section has been added on the importance of breathing.
- Sections on breathing, centering, and grounding follow the section titled "Demonstrate Good Body Mechanics."
- The chapter has been rearranged so that the section titled "Build Strength and Flexibility of the Hands" has been moved further into the chapter to follow the section titled "Table Mechanics." It now appears just before the section titled "Do Exercises for Strength, Balance, and Body Control."
- Exercise 4–The Tree, has been deleted.
- The section titled "Remember the Professional Rules of Safety" has been moved to Chapter 12.
- A new Student Activity (at the end of the chapter) asks students to create a warm-up routine to use before giving a massage and also to consider what

job-related injuries massage therapists may experience and how to avoid them.

# Chapter 12 – Procedures for Complete Body Massages Objectives:

- 1. Demonstrate the steps in preparing a client for a massage session.
- 2. Demonstrate correct procedures for draping the client.
- 3. Explain the importance of assisting a client onto and off of a massage table.
- 4. Instruct and assist the client into the appropriate position for the treatment to be given.
- 5. Adjust quality of touch and maintain contact with the client's body throughout the procedure.
- 6. Follow a massage sequence on a particular body area.
- 7. Abide by the safety rules to provide a safe and effective massage procedure.
- 8. Demonstrate a basic body massage beginning supine.
- 9. Demonstrate massage beginning prone.
- 10. Demonstrate full-body massage.

# Chapter 12 – Procedures for Complete Body Massages Objectives:

- 1. Demonstrate the steps in preparing a client for a massage session.
- 2. Demonstrate correct procedures for draping the client.
- 3. Explain the importance of assisting a client onto and off a massage table.
- 4. Demonstrate a basic body massage.
- 5. Demonstrate massage variations.
- Use correct anatomical terms when describing the part of the body being massaged.
- 7. Utilize correct posture and stances for the massage practitioner.
- 8. Demonstrate professional courtesies toward clients before, during, and after massage.
- 9. Understand when and where certain massage movements should and should not be applied.
- 10. Answer client questions concerning any aftereffects of massage.

 5th Ed. – 6th Ed.: Both editions cover essentially the same content, including proper draping procedures, assisting clients on and off the table, sample massage routines, and protocol following the massage.

#### Changes to the 6th Edition:

- The 6th edition uses a new Procedure format for illustrating the draping and massage routines. In this format, the procedures are illustrated with an image and description for each step In the process.
- The following procedures have been redesigned:
  - The top cover draping method
  - Full sheet draping
  - · Pre-treatment service
  - Changing positions from supine to prone
  - Post-treatment procedure: Completing the general massage session
- The topics in the early part of the chapter have been rearranged

#### somewhat to accommodate the new layout design using a Procedure format that illustrates the draping and massage procedures. Another massage routine has been included that begins with the client lying prone on the table. The new routine is located between the two massage routines originally in the chapter. Refer to page 450 in the student textbook. Another reminder: The terms gliding and kneading have replaced effleurage and petrissage. The two sections "Completion of the Massage" and "Aftereffects of Massage" have been removed from the end of Chapter 12 of the 6th edition. Chapter 13 - Cold, Heat, and Hydro-Chapter 13 – Hydrotherapy 5th Ed. – 6th Ed.: Both editions **Therapy Objectives:** contain essentially the same 1. Explain the use of heat and cold in **Objectives:** content, including the effects and 1. Explain hydrotherapy as a therapeutic body treatments. uses of heat and cold applications, 2. Describe types of apparatus that may aid. the procedures for various 2. Explain the use of heat and cold in be approved for use by the massage hydrotherapy treatments, and the body treatments. practitioner. effect varying temperatures have on 3. Articulate the effects of different water 3. Describe the types of apparatus that the body. temperatures on the body. may not be approved for use by the Changes to the 6<sup>th</sup> Edition: 4. List contraindications for various massage practitioner. 4. Describe at least five ways of applying - The chapter title has been changed hydrotherapy treatments.

5. Define cryotherapy and demonstrate at

heat to the body.

to "Cold, Heat, and Hydrotherapies"

5. Define *cryotherapy* and demonstrate at

least three ways to apply it.

- 6. Describe at least five ways of applying heat to the body.
- 7. Describe the main effect of contrast therapy.
- 8. Name types of baths available for hydrotherapy use.

- least three ways to apply it.
- 6. Explain hydrotherapy as a therapeutic aid.
- 7. Explain the effects of different water temperatures on the body.
- 8. Describe the effects of various water treatments on the body.
- 9. Explain contraindications, safety rules, and time limits for various bath treatments.

- to better reflect the content of the chapter.
- In the "Cryotherapy" section, the unit on "Compressor Units with Controls" has been removed because they are rarely available in massage facilities.
- In the "Thermotherapy" section, several headings have been added, including "Sources of Heat Applications," "Dry Heat Applications," and "Moist Heat Applications."
- Information on rice packs has been moved to "Moist Heat Applications."
- The section titled "Learn the Effects of Contrast Therapy" has been moved from the end of the chapter to follow the section on thermotherapy.
- Under the section titled "Identify Kinds of Baths," the heading "Relaxing Neutral Tub Bath" has been changed to "Relaxing Warm Tub Bath," and the heading "Hot or Warm Baths" has been changed to "Hot Baths."
- The summary at the end of the chapter has been moved to the online student companion site.

#### Chapter 14 – Massage in the Spa Setting by Steve Capellini Objectives:

- Describe the historical development of spas from the ancient Greeks and Romans to early America.
- 2. Describe the current state of the spa industry, including customer demographics and the various types of spas in which therapists work.
- 3. List three expectations regarding the role of massage therapists working in a spa.
- 4. Describe the most important attributes of an effective spa massage.
- 5. List and describe the most popular spa services that may be performed by massage therapists.
- 6. Define aromatherapy.
- Describe four ways aromatherapy can be implemented.
- 8. Demonstrate an ability to perform a spa exfoliation procedure.
- 9. Demonstrate an ability to perform a spa body-wrap procedure.
- Describe the specialized hydrotherapy equipment and other apparatuses used in modern spas.
- 11. Describe the qualities that make a massage therapist a good job candidate for a spa, including customer service and other non—massage-related skills.
- 12. Describe the job potential for massage

#### Chapter 14 – Massage in the Spa Setting

#### Objectives:

- 1. Describe the historical development of spas.
- Describe the current state of the spa industry, including customer demographics and the various types of spas in which therapists work.
- List and describe the most popular spa services performed by massage therapists.
- 4. Describe the most important attributes of an effective spa massage.
- 5. Demonstrate an ability to perform a spa exfoliation procedure and a spa body wrap procedure.
- 6. Describe the specialized hydrotherapy equipment and other apparatuses used in modern spas.
- List and describe the qualities that make a massage therapist a good candidate for hiring by a spa, including customer service and other nonmassage-related skills.
- 8. Describe the job potentials for massage therapists in spas, including possible career paths over time.

 5th Ed. – 6th Ed.: Both editions cover essentially the same content, including the historical development and current demographics of spas, the role of massage in spas, and spa services performed by massage practitioners, including aromatherapy, exfoliation, and body wraps.

- The section on stone massage has been expanded and moved to Chapter 21, "Other Therapeutic Techniques."
- Several paragraphs in the "Retail Skills" section have been edited, including a paragraph about sales commissions, and medical massage under "Sales Integrity".
- Following the section titled "Employment Opportunities in the Spa Industry," the second and third paragraphs and the minor heading "Realistic Expectations" have been deleted.
- Exfoliation and the Seaweed Body Wrap are Procedures in the new edition, with photos accompanying each step in the process.

The sections on "Spa Resources for therapists in spas, including possible career paths over time. the Beginning Massage Practitioner" and the chapter "Conclusion" have been moved to the online student companion site. Chapter 15 - Clinical Massage **Chapter 15 – Clinical Massage** 5th Ed. – 6th Ed.: Both editions **Techniques Techniques** cover essentially the same content. **Objectives: Objectives:** including neuromuscular therapy, 1. Describe the techniques used in 1. Explain the benefits of prenatal trigger point therapy, muscle energy neuromuscular therapy. massage. technique, position release 2. Define a trigger point and describe its 2. Describe the techniques used in technique, myofascial techniques, location. neuromuscular therapy. and an introduction to the 3. Differentiate between central trigger 3. Define a trigger point and describe its craniosacral system. points and attachment trigger points. location. Changes to the 6th Edition: 4. Demonstrate how to locate and treat 4. Differentiate between central trigger trigger points. points and attachment trigger points. A timeline has been added to 5. Differentiate between post isometric 5. Describe how to treat trigger points. illustrate the development of relaxation and reciprocal inhibition. 6. Describe the techniques used in neuromuscular therapies. 6. Demonstrate the techniques used in muscle energy technique. muscle energy technique. 7. Differentiate between post-isometric Minor headings have been added relaxation and reciprocal inhibition. Define passive positioning. throughout the chapter to break up 8. Demonstrate how to determine a longer sections and improve 8. Define passive positioning and list the bodywork styles that incorporate position of ease when performing readability. position release technique. passive positioning. 9. Demonstrate how to determine a 9. Differentiate superficial fascia and A major paragraph in the section on deep fascia. position of ease when performing trigger points regarding the 10. Describe and demonstrate three "physiopathologic reflex arc" has position release technique. myofascial techniques. 10. Differentiate superficial fascia and been removed from the sixth edition. 11. Describe the craniosacral system. deep fascia. 11. Describe and demonstrate three In the "Muscle Energy Techniques" section, the MET protocols are now myofascial techniques. listed in a Procedure format. 12. Describe the craniosacral system.

The Procedure format is also used

		<ul> <li>in the section titled, "Position Release Techniques."</li> <li>The "Position Release Protocol" box has been moved to accompany the discussion on position release.</li> <li>In the section of the chapter titled "Fascia," a new paragraph has been added toward the end of the discussion that includes the types of nerve endings embedded in the fascia. A chart has also been included that lists the type of nerve endings, their function, and how they are affected by stimulation.</li> <li>In the "Myofascial Techniques" section, a new paragraph titled "Myofascial Gliding" has been added that describes the technique, including some new images for performing myofascial gliding.</li> <li>The summary at the end of the chapter has been moved to the online student companion site.</li> </ul>
CHAPTER 16 – Lymph Massage Objectives:  1. Name three people who have been influential in developing lymph massage.  2. Describe lymph circulation.  3. Describe the function and location of lymph nodes.  4. List the major contraindications to	<ul> <li>Chapter 16- Lymph Massage</li> <li>Objectives:</li> <li>1. Name three people who have been influential in the development of lymph massage.</li> <li>2. Describe lymph circulation and differentiate between blood and lymph circulation.</li> <li>© Milady, a part of Cengage Learning. All Rights Reserved.</li> </ul>	<ul> <li>5th Ed. – 6th Ed.: Both editions contain essentially the same content, including a brief history of lymph massage, a review of the lymph system, indications and contraindications for lymph massage, techniques used for lymph massage, and a procedure</li> </ul>

lymph massage.

- 5. List five indications for lymph massage.
- 6. Demonstrate the primary technique used in lymph massage.
- 7. Demonstrate the sequence of movements for lymph massage on an area of the body.
- 3. Describe the function and location of lymph nodes.
- 4. List the major contraindications to lymph massage.
- 5. Describe and demonstrate the primary technique used in lymph massage.
- 6. Describe and demonstrate the sequence of movements for lymph massage on an area of the body.

for a general lymph massage routine.

- Several headings have been added to the chapter to break up the content and make it more readable.
   Multiple edits throughout the chapter have increased accuracy, clarity, and readability.
- "Recap the History of Lymph Massage" is a new heading for the section that contains updated information and the names of several people who were influential in developing the practice of manual lymph drainage massage.
- The section of the chapter describing the lymphatic system has been edited to increase accuracy and readability.
- The list of regional lymph nodes and their location has been replaced by a table.
- A new section that has the heading "Lymph Obstruction" discusses primary and secondary lymphedema disease.
- A list of indications for lymph massage has been added.

#### The section "Demonstrate Techniques of Lymph Massage" has been edited for accuracy, clarity, and readability. The former section "Procedure for a Lymph Massage" has been changed to a Procedure format, where massage for each section of the body is described in a step-by-step format. New photos accompany each step. The summary at the end of the chapter has been moved to the online student companion site. **CHAPTER 17 – Therapeutic Procedure Chapter 17 – Therapeutic Procedure** 5th Ed. – 6th Ed.: Both editions **Objectives:** Objectives: contain essentially the same 1. Describe the four parts of the 1. Describe the four parts of the content, including therapeutic therapeutic procedure. therapeutic procedure. procedure, client intake and 2. Demonstrate a client intake procedure 2. Demonstrate a client intake procedure assessment techniques, posture for a therapeutic massage session. for a therapeutic massage session. and gait assessment, soft tissue 3. List at least four common assessment 3. Perform posture and gait assessment. barriers and dysfunction, and protocols. 4. Demonstrate assessment by passive, determining performance strategies. 4. Perform posture assessment. active, and resisted movement. Changes to the 6<sup>th</sup> Edition: 5. Demonstrate assessment by passive, 5. Identify soft tissue barriers. active, and resisted movement. 6. Palpate and differentiate tissue layers In the section titled "Posture 6. Identify soft tissue barriers. and textures. Assessment," a couple of 7. Explain how assessment findings are 7. Palpate and differentiate tissue layers paragraphs were added to further used to develop session strategies. clarify the compensation that takes and textures. 8. Differentiate between a chronic and an 8. Determine performance strategies place and the effects on the connective tissue and postural acute soft tissue condition. specific to a client's needs. 9. Explain how assessment findings are 9. Demonstrate how to identify and muscles. used to develop session strategies. release constrictions in hypertonic

tissue.

10. Determine performance strategies that

are specific to a client's needs.

- 11. Demonstrate how to identify and release constrictions in hypertonic tissue.
- 12. Explain the appropriate therapy in the initial stage of an acute soft tissue injury.
- 13. Explain the importance of evaluation.

10. Explain the importance of evaluation.

- In the section "Assess Passive Range of Motion," a list of five types of abnormal end-feel has been added.
- In the section titled "Pain Scale," the term and an image of an analog pain scale has been added.
- The analog pain scale is also mentioned in other parts of the chapter.
- The summary at the end of the chapter has been moved to the online student companion site.

### **Chapter 18 – Athletic/Sports Massage Objectives:**

- 1. Define athletic/sports massage.
- 2. Explain the purposes of athletic massage.
- 3. Identify the subjects a therapist must understand to be effective at athletic massage.
- 4. Explain the major benefits of athletic massage.
- 5. Discuss the massage techniques used in athletic massage.
- 6. Describe the three basic applications of athletic massage and the goals of each.
- 7. Demonstrate massage techniques commonly used in pre- and post-event athletic massage.
- 8. Discuss the benefits of training

### Chapter 18 – Athletic/Sports Massage Objectives:

- 1. Define athletic/sports massage.
- 2. Explain the purposes of athletic massage.
- 3. Explain the causes of muscle fatigue.
- 4. Explain the major benefits of athletic massage.
- 5. Explain contraindications for athletic massage.
- 6. Describe the massage techniques commonly used in pre- and post-event athletic massage.
- 7. List the therapeutic modalities used in restorative massage.
- 8. Demonstrate how to locate the major stress points of the body.
- 9. Explain the importance of warm-up exercises and massage to the athlete's

 5th Ed. – 6th Ed.: Both editions contain essentially the same content, including the benefits and purpose of athletic massage, the history of athletic massage, athletic massage techniques, athletic injuries and massage to treat injuries, and contraindications of athletic massage.

- The terms effleurage and petrissage have been changed throughout the chapter to the terms gliding and kneading, respectively.
- Minor edits have been made throughout the chapter to improve readability.

- massage or maintenance massage during training.
- 9. List the therapeutic modalities used in training massage.
- 10. Demonstrate how to locate the stress points of the body.
- List the therapeutic modalities used in rehabilitative or treatment athletic massage.
- Differentiate among acute, subacute, and chronic athletic injuries and the treatment choices for each stage of injury.
- 13. Explain contraindications for athletic massage.

- performance.
- 10. Explain the relationship of certain athletic or sports activities to possible injuries
- 11. List the therapeutic modalities used in rehabilitative athletic massage.
- 12. Differentiate between acute, subacute, and chronic athletic injuries and the treatment choices for each stage of injury.
- The "General Routine for Pre- or Post-Event Massage" has been changed to a Procedure format.
- In the section titled "Discuss Benefits of Training Massage," the term *training massage* has replaced the term *restorative massage*.
- In the section titled "Review Treatment Massage During Rehabilitation," the term treatment massage replaces the term rehabilitation massage.
- The summary at the end of the chapter has been moved to the online student companion site.

# CHAPTER 19 – Massage for Special Populations Objectives:

- 1. Explain the benefits of prenatal massage.
- 2. Demonstrate proper positioning when massaging a pregnant woman during each trimester.
- 3. Explain the contraindications for prenatal massage.
- 4. Describe various maternal concerns (by trimester) that are considerations for prenatal massage.
- 5. Practice a basic routine for infant massage on a life-sized doll.
- 6. Describe the benefits of infant

# CHAPTER 19 – Massage for Special Populations Objectives:

- 1. Explain the benefits of prenatal massage.
- 2. Explain the contraindications for prenatal massage.
- 3. Demonstrate proper positioning when massaging a pregnant woman during each trimester.
- 4. Describe various maternal concerns (by trimester) that are considerations for massage.
- 5. Describe the benefits of infant massage.

5th Ed. – 6th Ed.: Both editions contain essentially the same content, including benefits and precautions for individuals in all walks of life, prenatal massage, infant massage, massage for children, massage for older adults, massage for people with various disabilities, and massage for people with cancer and those in hospice care at the end of life.

#### Changes to the 6<sup>th</sup> Edition:

 Chapter 19 provides an introduction to providing massage to several types of people. Students are

- massage.
- 7. Explain special considerations for providing massage services to children.
- 8. Differentiate the considerations for working with older clients who are frail and those who are active.
- 9. Explain the accommodations and considerations for providing massage to people with various disabilities.
- 10. Explain the major considerations when providing massage to people with cancer.
- Explain the accommodations and considerations for providing massage to people in hospice or who are in endof-life care.

- 6. Explain special considerations for providing massage services to children.
- 7. Differentiate the considerations of working with older clients who are frail and those who are robust.
- 8. Explain the accommodations and considerations for providing massage to people with various disabilities.
- Explain the major considerations when providing massage to people with critical illnesses such as HIV/AIDS or cancer.

- encouraged to seek continuing education to become more proficient at the various applications in which they have an interest.
- In the section titled "Explain Prenatal Massage," information on the use of the Preg-pillow or pillows for lying prone after the first trimester has been removed.
- In the section titled "Contraindications for Prenatal Massage," the information on preeclampsia has been updated for accuracy.
- The section title about massage for older adults has been changed to "Benefits to Massaging Clients Over 55."
- Most of the section regarding HIV/AIDS has been moved to Chapter 5 under the section titled "Dysfunctions of the Immune System."
- The summary at the end of the chapter has been moved to the online student companion site.

### Chapter 20 – Massage in Medicine Objectives:

1. Define allopathic medicine.

### Chapter 20 – Massage in Medicine Objectives:

1. Explain the historical significance

 5th Ed. – 6th Ed.: Both editions contain essentially the same content, including the development

- 2. Explain how massage reemerged in the United States as complementary medicine.
- 3. Define CAM.
- 4. Differentiate among the terms alternative, complementary, holistic, and integrative medicine.
- 5. Explain the role of massage in integrative medicine.
- 6. Describe the role of the patient in integrative medicine.
- 7. Explain how chiropractic care and the massage practice may be combined.
- 8. Explain how massage might fit into a hospital setting.
- 9. Define medical massage.
- 10. Demonstrate billing insurance for massage.

- massage has played in medicine.
- 2. Explain how massage reemerged in the United States as alternative medicine.
- 3. Differentiate among alternative, complementary, and integrative medicine.
- 4. Explain the role of massage in integrative medicine.
- 5. Describe the role of the patient in integrative medicine.
- 6. Define CAM.
- 7. Explain how massage may fit into a hospital setting.
- 8. Define medical massage.
- 9. Demonstrate billing insurance for massage.

of alternative medicine in the United States; the definitions of alternative, complementary, and integrative medicine; the role of massage in integrative medicine; CAM; massage in the hospital setting; medical massage; and billing insurance for massage.

- The majority of the information in the section titled "Massage in Medicine Throughout U.S. History" at the beginning of this chapter has been removed and the student is directed to review Chapter 1, The History of Massage, where most of the material now resides.
- In the section titled "Hospital-Based Massage," small additions have been included about massage offered to hospital staff. Also noted are considerations for the therapist when working with hospital patients in their bed regarding ergonomics and working around medical equipment.
- The section heading "Massage in Medicine" has been changed to "Define Medical Massage."
- The International Classification of Disease Codes has been updated from ICD 9 Codes to ICD 10 Codes

to reflect the October 2014 adaptation of the 10th revision of the codes.

- The summary at the end of the

# Chapter 21 – Other Therapeutic Techniques Objectives:

- 1. Describe basic chair massage techniques.
- 2. Demonstrate a simple chair massage routine.
- 3. Describe the safe application of stone massage.
- 4. Demonstrate a basic stone massage procedure.
- 5. Define reflexology.
- 6. Locate reflexology points on feet and hand maps.
- 7. Demonstrate a basic foot reflexology sequence.
- 8. Explain the basic philosophy of acupressure and acupuncture.
- 9. Describe shiatsu as related to pressure points of the body.
- 10. Describe the location of the seven chakras.

# CHAPTER 21 – Other Somatic Therapies LEARNING OBJECTIVE

- 1. Describe basic chair massage techniques and demonstrate a simple chair massage routine.
- Define reflexology and be able to locate reflexology points on feet and hand maps and demonstrate a basic foot reflexology sequence.
- 3. Explain the basic philosophy of acupressure and acupuncture.
- 4. Describe shiatsu as related to pressure points of the body.
- 5. Describe the location of the seven chakras.

- 5th Ed. – 6th Ed.: Both editions contain essentially the same content even though the chapter title has been changed to better reflect the content. The chapter still includes introductory information on chair massage, reflexology, and energetic manipulations and includes acupressure and shiatsu.

chapter has been moved to the online student companion site.

 This chapter expands the information and techniques/routines for chair massage, reflexology, acupuncture, acupressure, and shiatsu.

- The chapter title changed in the 6<sup>th</sup> edition.
- The instructions for performing a chair massage have been changed into a Procedure format with images or pictures accompanying each step.
- Stone massage therapy information has been moved here from the Spa

		<ul> <li>Massage Chapter (Chapter 14). It has been greatly expanded and updated with a brief history of stone massage, benefits and contraindications, instructions for working with the stones, and a simple procedure for performing hot stone massage.</li> <li>In the section titled "Qi: The Fundamental Substance of Existence," information has been added regarding different types and qualities of Qi.</li> <li>The reflexology routine has been put into a Procedure format.</li> <li>The remainder of the chapter is the same as it was in the previous edition.</li> <li>The summary at the end of the chapter has been moved to the online student companion site.</li> </ul>
PART IV: MASSAGE BUSINESS ADMINISTRATION Chapter 22 – Business Practices Objectives:  1. Determine the advantages and disadvantages of working as a massage employee.  2. Create a résumé and cover letter for a prospective employer.	PART IV: MASSAGE BUSINESS ADMINISTRATION Chapter 22 – Business Practices Objectives:  1. Explain the relationship between attitude, self-image, and business success. 2. List the major expenses related to starting a massage business.	- 5th Ed. – 6th Ed.: Both editions contain essentially the same content, including the aspects, rules, permits, and licenses for running a massage practice; planning aspects of the massage business; recordkeeping; marketing; and defining a target market, potential locations, creating a

- 3. Explain the relationships among attitude, self-image, and business success.
- 4. Explain why careful planning is important before opening a business.
- 5. Describe the advantages and disadvantages of operating your own business.
- 6. Compare the differences among a sole proprietorship, partnership, and a corporation.
- 7. List the major expenses related to starting a massage business.
- 8. Summarize the factors in establishing a business name.
- Explain the importance of business location to the success of a personal service business.
- 10. Outline the considerations before buying an established business.
- 11. List the various permits and licenses required to operate a massage business and where to obtain them.
- 12. List the types of insurance needed to protect a massage business.
- 13. Describe a physical layout for a beginning massage business operation.
- 14. Demonstrate the proper way to answer client inquiries.
- 15. Distinguish the elements of setting up fees.
- 16. Explain why keeping accurate records is necessary in a successful business.

- 3. Explain the difference between a partnership, a corporation, and a sole proprietorship.
- 4. Explain the advantages and disadvantages of operating your own business.
- 5. List the various permits and licenses required to operate a massage business and where to obtain them.
- 6. List the types of insurance a massage business owner should carry to protect the business.
- 7. Describe a physical layout for a beginning business operation.
- 8. Explain the importance of business location to the success of a personal service business.
- 9. Explain why careful planning is important before opening a business.
- 10. Explain why keeping accurate records is necessary in a successful business.
- 11. List the major ingredients of a basic bookkeeping system.
- 12. Explain the importance of marketing to business success.
- 13. Define target market.
- 14. Make a checklist of factors to consider before opening a business.

- résumé and cover letter, and interviewing and finding prospective employers.
- Adds more information on being an independent contractor, including the definition of independent contractor versus employee; recommends contacting a lawyer to look over the lease if renting; resources such as the Small Business Association (SBA) and SCORE; advice in contacting a lawyer or SBA when deciding on being a corporation, and so forth.
- Includes licenses, permits, and professional fees; expenses; adds factors affecting the price of a business if buying, as well as transitioning tips; adds profit and loss/income statement section; and adds change of mileage deduction to 54 cents per mile.

- The beginning of the chapter focuses on being an employee.
- In the section titled "List Pros and Cons of Self-Employment Options," a considerable section titled "Independent Contractor" has been included.
- The section "Compare Three Types of Business Operations" has been

- 17. List the major ingredients of a basic bookkeeping system.18. Explain the importance of marketing to business success.
- 19. Define a target market.
- 20. Make a checklist of factors to consider before opening a business.

moved to follow "List Pros and Cons of Self-Employment Options" (formerly titled "Which Kind of Business Operation Do You Want?")

- The bookkeeping and marketing sections have minor upgrades to reflect the increased use of computers in today's business world.
- The marketing section has been upgraded with information on marketing goals, developing target markets, promotional materials, Internet marketing and social media.
- The section titled "Business Ethics for the Massage Practitioner" has been removed and combined with information in Chapter 3.