

January 2018

Brian T. Yates, Ph.D.

Professor
Department of Psychology
American University
4400 Massachusetts Avenue, N.W.
Washington, DC 20016-8062

email: brian.yates@mac.com

phone: 301-775-1892

Education

<i>Institution</i>	<i>Degree</i>	<i>Year awarded</i>	<i>Field of Study</i>
Stanford University	Ph.D.	1976	Psychology
University of California, San Diego	B.A.	1972	Psychology

Positions and Employment

1976-1982	Assistant Professor (tenure track), Dept. of Psychology, American University, Washington, DC
1982-1997	Associate Professor (tenured), Dept. of Psychology, American University, Washington, DC
1997-2003	Full Professor (tenured), Department of Psychology, American University, Washington, DC
2003	Visiting Professor, Center for Mental Health Services Research, Department of Psychiatry, Medical School, University of Massachusetts, Worcester, MA (during sabbatical from AU)
2004-now	Full Professor (tenured), Department of Psychology, American University, Washington, DC

Other Experience

1988-1990	Acting Chair, Department of Psychology, for several summers and one semester as well
1990-1991	Associate Dean for Graduate Affairs, College of Arts and Sciences, American University
2004	Member, appointed to American Psychological Association Task Force on Evidence-Based Practice.

- 2008-2013 Treasurer, Member of the Board, Member of Executive Committee, and Chair, Finance Committee, American Evaluation Association.
- 2006 to now Editorial Board, *Evaluation and Program Planning*
- 2010 to now Editorial Board, *The Evaluation Center*, Western Michigan University
- 2010 to 2014 Member, Advisory Group, *Evaluation of Paid Mentoring*, Office of Juvenile Justice and Delinquency Prevention and Research Triangle Institute
- 2012 to 2013 Member of Steering Committee, CoAuthor, and Member, Calculating the Costs of Child Welfare Programs and Services, Child Welfare Research and Evaluation Workgroup, Children's Bureau, U.S. Department of Health and Human Services.
- 2014 to now Member, Scientific Advisory Board, Psychotherapy Development Research Center, Psychiatry, School of Medicine, Yale University.

Honors

- 1984 Faculty Award for Outstanding Contributions to Academic Program Development, College of Arts and Sciences, American University, Washington, DC.
- 2014 Faculty Award for *Teaching with Technology*, American University, Washington, DC

Publications (current *h* index: 24, *i10* index: 40, per Google Scholar)

1. Yates, B. T., & Zimbardo, P. G. (1977). Self-monitoring, academic performance, and retention of content in a self-paced course. *Journal of Personalized Instruction*, 2, 76-79.
2. Yates, B. T. (1977). A cost-effectiveness analysis of a residential treatment program for behaviorally disturbed children. In P. Mittler (Ed.), *Research to practice in mental retardation (Vol. 1)* (pp. 435-445). Baltimore: University Park.
3. Yates, B. T. (1977). Cost-effectiveness analysis: Using it for our own good. *State Psychological Association Newsletter*, 8, 6.
4. Yates, B. T. (1978). Improving the cost-effectiveness of obesity programs: Reducing the cost per pound. *International Journal of Obesity*, 2, 249-266.
5. Yates, B. T., Klein, S. B., & Haven, W. G. (1978). Psychological nosology and mnemonic reconstruction: Effects of diagnostic labels on observers' recall of positive and negative behavior frequencies. *Cognitive Therapy and Research*, 2, 377-387.
6. Yates, B. T. (1979). How to improve, rather than evaluate, cost-effectiveness. *Counseling Psychologist*, 8, 72-75.
7. Yates, B. T., Haven, W. G., & Thoresen, C. E. (1979). Cost-effectiveness analysis at Learning House: How much change for how much money? In J. S. Stumphauzer (Ed.), *Progress in behavior therapy with delinquents* (pp. 186-222). Springfield, IL: Charles C Thomas.

8. Yates, B. T. (1979). Three basic strategies for improving the cost-effectiveness of social services. In G. Landsberg et al. (Eds.), *Evaluation in practice: A sourcebook of program evaluation studies from mental health care systems in the United States*. Washington, DC: National Institute of Mental Health, Government Printing Office.
9. Yates, B. T., & Mischel, W. (1979). Young children's preferred attentional strategies for delaying gratification. *Journal of Personality and Social Psychology*, *37*, 286-300.
10. Siegert, F. A., & Yates, B. T. (1980). Cost-effectiveness of individual in-office, individual in-home, and group delivery systems for behavioral child-management. *Evaluation and the Health Professions*, *3*, 123-152.
11. Carroll, L. J., Yates, B. T., & Gray, J. J. (1980). Predicting obesity reduction from client characteristics in behavioral and nonbehavioral therapy. *Behavior Therapy*, *11*, 189-197.
12. Yates, B. T. (1980). *Improving effectiveness and reducing costs in mental health*. Springfield, IL: Thomas.
13. Yates, B. T. (1980). Survey comparison of success, morbidity, mortality, fees, and psychological benefits and costs of 3146 patients receiving jejunoileal or gastric bypass. *American Journal of Clinical Nutrition*, *33*, 518-522.
14. Yates, B. T. (1980). Benefits and costs of community-academia interaction in a paraprofessional training course. *Teaching of Psychology*, *7*, 8-12.
15. Yates, B. T. (1980). The theory and practice of cost-utility, cost-effectiveness, and cost-benefit analysis in behavioral medicine: Toward delivering more health care for less money. In J. Ferguson & C. B. Taylor (Eds.), *The comprehensive handbook of behavioral medicine* (Vol. 3) (pp. 165-205). New York: SP Medical & Scientific.
16. Yates, B. T., & Newman, F. L. (1980a). Approaches to cost-effectiveness analysis and cost-benefit analysis of psychotherapy. In G. VandenBos (Ed.), *Psychotherapy: Practice, research, policy* (pp. 103-162). Beverly Hills, CA: Sage.
17. Yates, B. T., & Newman, F. L. (1980b). Findings of cost-effectiveness and cost-benefit analyses of psychotherapy. In G. VandenBos (Ed.), *Psychotherapy: Practice, research, policy* (pp. 163-185). Beverly Hills, CA: Sage.
18. Carroll, L. J., & Yates, B. T. (1981). Further evidence for the role of stimulus control training in facilitating weight reduction after behavior therapy. *Behavior Therapy*, *12*, 287-291.
19. DeMuth, N. M., & Yates, B. T. (1981). Improving psychotherapy: Old beliefs, new research, and future directions. *Professional Psychologist*, *12*, 588-595.
20. Yates, B. T. (1981). Testimony of the American Psychological Association on the subject of effectiveness and cost-benefit of outpatient mental health services. *Congressional Record, Serial No. 97-11*, 124-130.

21. Davis, F. W., & Yates, B. T. (1982a). Client level of functioning: Client versus therapist ratings of client level of functioning before and during therapy. *Evaluation and the Health Professions*, 5, 437-448.
22. Davis, F. W., & Yates, B. T. (1982b). Self-efficacy expectancies versus other-efficacy expectancies as determinants of performance deficits and depressive affect. *Cognitive Therapy and Research*, 6, 23-35.
23. Yates, B. T. (1982a). *Doing the dissertation: A nuts and bolts approach to psychological research*. Springfield, IL: Charles C Thomas.
24. Yates, B. T. (1982b). Therapy for human service systems: Five basic steps for measuring and improving cost-effectiveness. In A. J. McSweeney, W. J. Fremouw, & R. Hawkins (Eds.), *Practical program evaluation in youth treatment*. Springfield, IL: Charles C Thomas.
25. Yates, B. T., & Hoage, C. M. (1982). Mnemonic distortion following behavior observation: Interactions of negative versus positive behavior valence, diagnostic label, and relative behavior frequency. *Cognitive Therapy and Research*, 6, 213-217.
26. Davis, F. W., & Yates, B. T. (1983). Collecting mental health self-evaluations: Effectiveness and cost of three third-party techniques. *Evaluation and the Health Professions*, 6, 91-97.
27. Feinsilver, D., & Yates, B. T. (1984). Combined use of psychotherapy and drugs in chronic, treatment-resistant schizophrenic patients: A retrospective study. *Journal of Nervous and Mental Disease*, 172, 133-139.
28. Yates, B. T. (1984). How psychology can improve the effectiveness and reduce the costs of health services. *Psychotherapy*, 21, 439-451.
29. DeMuth, N. M., & Yates, B. T. (1984). Training managerial and technological research skills. *The Clinical Psychologist*, 37, 33-34.
30. DeMuth, N. M., Yates, B. T., & Coates, T. (1984). Psychologists as managers: Old guilts, innovative applications, and pathways to being an effective managerial psychologist. *Professional Psychology*, 15, 758-768.
31. Yates, B. T. (1985). Cost-effectiveness analysis and cost-benefit analysis: An introduction. *Behavior Assessment*, 7, 207-234.
32. Yates, B. T. (1985). *Self-management: The science and art of helping yourself*. Belmont, CA: Wadsworth.
33. Yates, B. T. (1986). *Applications in self-management*. Belmont, CA: Wadsworth.
34. Yates, B. T. (1986). Economics of suicide: Toward cost-effectiveness and cost-benefit analysis of suicide prevention. In R. Cross (Ed.), *Non-natural death: Coming to terms with suicide, euthanasia, withholding or withdrawing treatment*. Denver, CO: Rose Medical Center.

35. Yates, B. T. (1987). Cognitive vs. diet vs. exercise components in obesity bibliotherapy: Effectiveness as a function of psychological benefits versus psychological costs. *The Southern Psychologist*, 3, 35-40.
36. Chen, H. J., Yates, B. T., & McGinnies, E. (1988). Effects of personal involvement on observers' attributions and estimates of consensus, distinctiveness, and consistency. *Personality and Social Psychology Bulletin*, 14, 468-478.
37. Yates, B. T., Fullerton, C., Goodrich, W., Heinssen, R. K., Friedman, R., Butler, V. L., & Hoover, S. W. (1989). Grandparent deaths and severe maternal reaction in the etiology of adolescent psychopathology. *Journal of Nervous & Mental Disease*, 177, 675-680.
38. Delga, I., Heinssen, R. K., Fritsch, R. C., Goodrich, W., & Yates, B. T. (1989). Psychosis, aggression, and self-destructive behavior in hospitalized adolescents. *American Journal of Psychiatry*, 146, 521-525.
39. Chen, H. J., & Yates, B. T. (1990). Attributions and information processing as a function of observers' involvement level: A re-examination of actor-observer attribution differences. *Annals of the New York Academy of Sciences*, 602, 133-155.
40. Fullerton, C. S., Yates, B. T., & Goodrich, W. (1990). Therapist gender, client gender, and therapist experience relate to therapeutic improvement with adolescents. In S. C. Feinstein (Ed.), *Adolescent Psychiatry, Volume 17* (pp. 272-278). Chicago: University of Chicago Press.
41. Yokley, J. M., Coleman, D. J., & Yates, B. T. (1990). Cost-effectiveness of three child mental health assessment methods: Computer-assisted assessment is effective and inexpensive. *Journal of Mental Health Administration*, 17, 99-107.
42. Goodrich, W., Fullerton, C. S., Yates, B. T., & Berman, L. B. (1990). The residential treatment of severely disturbed adolescent adoptees. In D. M. Brodzinsky & M. D. Schechter (Eds.), *The psychology of adoption* (pp. 253-269). New York: Oxford Press.
43. Fritsch, R. C., Heinssen, R. K., Delga, I., Goodrich, W., & Yates, B. T. (1992). Predicting hospital adjustment by adolescent inpatients. *Hospital and Community Psychiatry*, 43, 49-53.
44. Yates, B. T. (1994). Toward the incorporation of costs, cost-effectiveness analysis, and cost-benefit analysis into clinical research. *Journal of Consulting and Clinical Psychology*, 62, 729-736.
45. Yates, B. T., Hecht-Lewis, R., Fritsch, R. C., & Goodrich, W. (1994). Locus of control in severely disturbed adolescents: Loci for peers, parents, achievement, relationships, and problems. *Journal of Youth and Adolescence*, 23, 289-314.
46. Yates, B. T., Yokley, J. M., & Thomas, J. V. (1994). Cost-benefit analysis of six alternative payment incentives for child therapists. *Journal of Consulting and Clinical Psychology*, 62, 627-635.

47. Yates, B. T. (1995). Cost-effectiveness analysis, cost-benefit analysis, and beyond: Evolving models for the scientist-manager-practitioner. *Clinical Psychology: Science and Practice*, 2, 385-398.
48. Flynn, P. M., Luckey, J. W., Brown, B., Hoffman, J. A., Dunteman, G. H., Theisen, A. C., Hubbard, R. L., Needle, R., Schneider, S. J., Koman, J. J., Vahid, M., Karson, S., Palsgrove, G. L., & Yates, B. T. (1995). Relationship between drug preference and indicators of psychiatric impairment. *American Journal of Drug and Alcohol Abuse*, 21, 153-166.
49. Yates, B. T., Besteman, K. J., Filipczak, J., Greenfield, L., & De Smet, A. (1995, abstract). Resource → procedure → process → outcome analysis (RPPOA): Preliminary findings of cost-effectiveness analysis of a methadone maintenance program. In L. S. Harris (Ed.), *Problems of drug dependence, 1994: Proceedings of the 56th Annual Scientific Meeting, The College on Problems of Drug Dependence, Inc.* NIDA Research Monograph 153, p. 156. Rockville, MD: National Institutes of Health.
50. Yates, B. T. (1996). *Analyzing costs, procedures, processes, and outcomes in human services: An introduction*. Thousand Oaks, CA: Sage Publications. Chosen for inclusion in the 2010 edition of *Sage Research Methods Online*.
51. Yates, B. T. (1997a). Formative evaluation of costs, cost-effectiveness, and cost-benefit: Toward cost → procedure → process → outcome analysis. In L. Bickman & D. Rog (Eds.), *Handbook of Applied Social Research Methods* (pp. 285-314). Thousand Oaks, CA: Sage.
52. Yates, B. T. (1997b). From psychotherapy research to cost-outcome research: What resources are necessary to implement which therapy procedures that change what processes to yield which outcomes? *Psychotherapy Research*, 7, 345-364.
53. Yates, B. T., Wagner, J. L., & Surprenant, L. M. (1997). Recall of health-risky behaviors for the prior two or four weeks via computerized versus printed questionnaire. *Computers and Human Behavior*, 13, 83-110.
54. Yates, B. T. (1999). *Measuring and improving cost, cost-effectiveness, and cost-benefit for substance abuse treatment programs*. Bethesda, MD: National Institute on Drug Abuse, NIH Publication Number 99-4518, 124-page manual, initial press run 10,000 copies. Full copy readable and downloadable from NIDA site: <http://archives.drugabuse.gov/IMPCOST/IMPCOSTIndex.html>
55. Yates, B. T. (2000). Cost-benefit analysis and cost-effectiveness analysis. In A. Kazdin (Ed.), *Encyclopedia of Psychology (Volume 2)* (pp. 311-312). Washington, DC: American Psychological Association. <http://psycnet.apa.org/doi/10.1037/10517-117>
56. Taxman, F. S., & Yates, B. T. (2001). *Quantitative exploration of Pandora's box of treatment and supervision: What goes on between costs in and outcomes out*. In B. C. Welsh & D. P. Farrington (Eds.), *Costs and benefits of preventing crime* (pp. 51-84). Boulder, CO: Westview Press.
57. Yates, B. T., Delany, P. J., & Lockwood Dillard, D. (2001). Using cost → procedure →

- process → outcome analysis to improve social work practice. In B. A. Thyer (Ed.), *Handbook of social work research* (pp. 207-238). Thousand Oaks, CA: Sage.
58. Yates, B. T. (2002). Roles for psychological procedures, and psychological processes, in cost-offset research: Cost → procedure → process → outcome analysis. In N. A. Cummings, W. T. O'Donohue, & K. E. Ferguson (Eds.), *The impact of medical cost offset on practice and research: Making it work for you*. (pp. 91-123). Reno, NV: Context Press.
59. Yates, B. T., & Taub, J. (2003). Assessing the costs, benefits, cost-effectiveness, and cost-benefit of psychological assessment: We should, we can, and here's how. *Psychological Assessment, 15*, 478-495.
60. Yates, B. T., & Merrill, J. (2004). [Abstract] Translating findings from research into working program models: Integrating cost-effectiveness analysis and cost-benefit analysis into services research (p.217). In E. Berger (Ed.), *Developing partnerships: Science, policy, and programs across cultures. Proceedings of the Second World Conference on the Promotion of Mental Health and Prevention of Mental and Behavioral Disorders*. Rockville, MD: US Department of Health and Human Services, Substance Abuse and Mental Health Services Administration, Center for Mental Health Services.
61. Freed, M. C., Rohan, K. J. & Yates, B. T., (2004). Adherence to light therapy, cognitive-behavioral therapy, or their combination for seasonal affective disorder: implications for effectiveness. *Chronobiology International, 21*(4-5), 786. (Abstract number 16.7; peer-reviewed; brief publication).
62. Freed, M. C., Rohan, K. J., Yates, B. T. (2004). Cost-Effectiveness of light therapy, cognitive-behavioral therapy, or their combination for seasonal affective disorder. *Chronobiology International, 21*(4-5), 788. (Abstract number 16.8; peer-reviewed; brief publication).
63. Yates, B. T. (2005). Cost-effectiveness analysis and cost-benefit analysis. In D. DuBois & M. Karcher (Eds.), *Handbook for youth mentoring* (pp. 525-545). Thousand Oaks, CA: Sage Publications.
64. Yates, B. T. (2005). The age of cost-inclusive evaluations: Possible pitfalls in paradise. *Evaluator, Autumn*, 14-15.
65. Yates, B. T. (2006). Symposium discussion: Very important research; very difficult to do. In J. Taub (Chair), *Symposium: Financing issues in systems of care for children's mental health*. In Newman, C., Liberton, C. J., Kutash, K., & Friedman, R. M. (Eds.), *The 18th Annual Research Conference Proceedings, A System of Care for Children's Mental Health: Expanding the Research Base* (p. 373). Tampa: University of South Florida, Louis de la Parte Florida Mental Health Institute, Research and Training Center for Children's Mental Health.
66. Yates, B. T. (2006). Book review, of "Costs and outcomes of community services for people with intellectual disabilities," by R. J. Stancliffe and K. C. Lakin, Editors. *Evaluation and Program Planning, 29*, 59-60.

67. DuBois, D. L., Doolittle, F., Yates, B. T., Silverthorn, N., & Tebes, J. K. (2006). Research methodology and youth mentoring. *Journal of Community Psychology, 34*, 657-676.
68. American Psychological Association Presidential Task Force on Evidence-Based Practice (All authors listed in Author Note only; I'm one of those authors, who are listed alphabetically). Goodheart, C. D., Levant, R. F., Barlow, D. H., Carter, J., Davidson, K. W., Hagglund, K. J., Hollon, S. D., Johnson, J. D., Leviton, L. C., Mahrer, A. R., Newman, F. L., Norcross, J. C., Silverman, D. K., Smedley, B. D., Wampold, B. E., Westen, D. I., Yates, B. T., Zane, N. W., Reed, G. M., Bufka, L. F., Nelson, P. D., Belar, C. D., Bullock, M. (2006). Evidence-based practice in psychology. *American Psychologist, 61*, 271-285.
69. McKay, C. E., Yates, B. T., & Johnsen, M. (2007). Costs of clubhouses: An international perspective. *Administration and Policy in Mental Health and Mental Health Services Research, 34*, 62-72.
70. Freed, M. C., Rohan, K. J. & Yates, B. T. (2007). Estimating health utilities and quality adjusted life years in seasonal affective disorder research. *Journal of Affective Disorders, 100*, 83-89.
71. Harrell, P., Yates, B. T., & Clemmey, P. (2008). Peer group change in substance-abusing adolescents. *Journal of Adolescent Health, 42*, 47-48.
72. Myers, A., & Yates, B. T. (2008). Book review of *Evidence-based policy: A realistic perspective*, by Ray Pawson. *Evaluation and Program Planning, 31*(2), 218-219.
73. Yates, B. T. (2008). Cost-effectiveness and cost-benefit of family involvement initiatives. *The Evaluation Exchange, 14*, 33.
74. Sava, F. A., Yates, B. T., Lupu, V., Hatieganu, I., Szentagotai, A., & David, D. (2009). Cost-effectiveness and cost-utility of cognitive therapy, rational emotive behavioral therapy, and fluoxetine (Prozac®) in treating depression: A randomized clinical trial. *Journal of Clinical Psychology, 65*, 36-52.
75. Yates, B. T. (2009). Cost-inclusive evaluation: A banquet of approaches for including costs, benefits, and cost-effectiveness and cost-benefit analyses in your next evaluation. *Evaluation and Program Planning, 32*, 54-56.
76. Yates, B. T. (Ed.). (2009). Cost-inclusive evaluation: Quantitative and qualitative [Special issue]. *Evaluation and Program Planning, 32*, 52-90. 5 articles.
77. Yates, B. T. (2010). Evaluating costs and benefits of consumer-operated services: Unexpected resistance, unanticipated insights, and déjà vu all over again. Case 7 in J. A. Morell (Ed.), *Evaluation in the face of uncertainty: Anticipating surprise and responding to the inevitable*. New York: Guilford Press.
78. Yates, B. T. (2010, December 12). Cost-inclusive evaluation. Part I: Measuring Costs. *AEA365 A Tip-a-Day by and for Evaluators*. Retrieved from <http://aea365.org/blog/brian-yates-on-doing-cost-inclusive-evaluation-part-i-measuring-costs/>

79. Yates, B. T. (2010, December 27). Cost-inclusive evaluation. Part II: Measuring Monetary Benefits. *AEA365 A Tip-a-Day by and for Evaluators*. Retrieved from <http://aea365.org/blog/brian-yates-on-doing-cost-inclusive-evaluation-part-ii-measuring-monetary-benefits/>
80. Yates, B. T. (2011). Delivery systems can determine therapy costs, and effectiveness, more than type of therapy. *Perspectives on Psychological Science*, 6, 498-502.
81. Yates, B. T., Mannix, D., Freed, M. C., Campbell, J., Johnsen, M., Jones, K., & Blyler, C. (2011). Consumer-operated service programs: Monetary and donated costs and cost-effectiveness. *Psychiatric Rehabilitation Journal*, 35(2), 91-99.
82. Yates, B. T. (2012). Step arounds for common pitfalls when valuing resources used versus resources produced. In G. Julnes (Ed.), *Promoting valuation in the public interest: Informing policies for judging value in evaluation. New Directions in Program Evaluation*, 133, 43-52.
83. Yates, B. T. (2012). Quantitative approaches to outcome measurement: A commentary. In J. Magnabosco & R. Manderscheid (Eds.), *Outcomes measurement in human services* (2nd ed.). pp. 47-57. Washington, DC: National Association of Social Workers Press.
84. Yates, B. T. (2012). Program evaluation: Outcomes and costs of putting psychology to work. In H. Cooper (Ed.), *Handbook of research methods in psychology, Volume 2*. Washington, DC: American Psychological Association.
85. Yates, B. T. (2014, July 30). Cost-inclusive evaluation. Part III: Cost-benefit analysis. *AEA365 A Tip-a-Day by and for Evaluators*. Retrieved from <http://aea365.org/blog/pd-presenters-week-brian-yates-on-doing-cost-inclusive-evaluation-part-iii-cost-benefit-analysis/>
86. Yates, B. T. (2014, August 11). Cost-inclusive evaluation. Part IV: Cost-effectiveness analysis and cost-utility analysis. *AEA365 A Tip-a-Day by and for Evaluators*. Retrieved from http://aea365.org/blog/pd-presenters-brian-yates-on-doing-cost-inclusive-evaluation-part-iv-cost-effectiveness-analysis-and-cost-utility-analysis/?utm_source=feedburner&utm_medium=email&utm_campaign=Feed%3A+aea365+%28AEA365%29
87. Yates, B. T., (2015). Cost-benefit and cost-effectiveness analyses in evaluation research. In J. D. Wright (Ed.), *International Encyclopedia of the Social & Behavioral Sciences* (2nd ed.), Vol 5. Oxford: Elsevier. pp. 55-62.
88. Long, K., Brown, J. L., Jones, S. M., Aber, J. L., & Yates, B. T. (2015). Cost analysis of a school-based social and emotional learning and literacy intervention." *Journal of Benefit-Cost Analysis*. April, 1-27. DOI: 10.1017/bca.2015.6
89. Yates, B. T. (2015). Understanding resistance to cost-inclusive evaluation. In H. Preskill & D. Russ-Eft (Eds.), *Building evaluation capacity: Activities for teaching and training* (2nd ed.) (pp. 169-174). Los Angeles: Sage. ISBN 978-1-4833-3432-5

90. Kiluk, B. D., Devore, K., Buck, M., Nich, C., Frankforter, T. L., LaPaglia, D. M., Yates, B. T., Gordon, M.A., & Carroll, K. M. (2016). Randomized trial of computerized cognitive behavioral therapy for alcohol use disorders: efficacy as a virtual stand-alone and treatment add-on compared with standard outpatient treatment. *Alcoholism: Clinical and Experimental Research, 40*(9), 1991-2000.
91. Gorman J. A., McKay, C. E., Yates, B. T., & Fisher, W. H. (2016). Keeping clubhouses open: Toward a roadmap for sustainability. *Administration and Policy in Mental Health and Mental Health Services Research, 45*, 81-90. DOI: 10.1007/s10488-016-0766-x
92. Yates, B. T., & Marra, M. (2017a). Introduction to Social Return on Investment (SROI). *Evaluation and Program Planning, 64*, 95-97. <http://dx.doi.org/10.1016/j.evalprogplan.2016.10.013>
93. Yates, B. T., & Marra, M. (2017b). Social Return On Investment (SROI): Problems, solutions ... and is SROI a good investment? *Evaluation and Program Planning, 64*, 136-144. <http://dx.doi.org/10.1016/j.evalprogplan.2016.11.009>
94. Hornack, S. E., & Yates, B. T. (2017). Patient and program costs, and outcomes, of including gender-sensitive services in intensive inpatient programs for substance use. *Evaluation and Program Planning, 65*, 139-147. <https://doi.org/10.1016/j.evalprogplan.2017.08.006>

Research Support

1. Principal, Hansen, M. E., Yates, B., *Support for the analysis of Costs and Benefits of Interventions that Reduce Group and Institutional Care*. Grant Number: 214.0560 Request I.D.: GA-2014-X2997, "Annie E. Casey Foundation, Private. Received \$39,444. Awarded December 5, 2014.
2. Measuring costs and cost-valued outcomes of gender-specific practices in substance abuse treatment programs. NIDA (subcontract between AU and Westat Corp., Dr. Robert Orwin) 8/2007-8/31/2013.
3. Webinar "Cost-effectiveness, cost-benefit, and cost-utility analysis" for the National Minority AIDS Council, Washington, DC, April - June 2013.
4. Panel Member, Parent Information and Resource Centers, Local Program Evaluation, 2005 and 2006, U.S. Department of Education.
2. Subcontractor to Northrop-Grumman Health Information Technology, CSAT contract, cost → procedure → process → outcome analysis, Opioid Treatment Program Accreditation Evaluation, 2002-2005.

3. Consultant on Cost → Procedure → Process → Outcome Analysis, U.S. Children's Bureau, "Fathers and Children Together (FACT): An Evaluation of the Resources, Services and Outcomes of a Prison-Based Parenting Program." PI: Mary Secret, School of Social Work, University of Kentucky. 3-year \$600,000 grant, ending 12/2006. Advise on use of Cost → Procedure → Process → Outcome Analysis.
4. Cost Study Task Force Chair, Consumer-Operated Service Program, Missouri Institute of Mental Health, University of Missouri-Columbia, 1998-2003. This is a four-year grant beginning October 1998, with an extension through December 2003, involving sites in 8 different states. Consumers are assigned randomly to consumer-operated or traditional services, or mixtures thereof which differ from site to site. This is a grant from the Center for Mental Health Services (CMHS) of the Substance Abuse and Mental Health Services Administration (SAMSHA). I am responsible for guiding all 8 sites in collect of cost data. I also am responsible for storing, analyzing, and report cost, cost-effectiveness, and cost-benefit findings for this study. This research implements my CPPOA model for cost-effectiveness and cost-benefit analysis in human services.
5. Consultation to RAND Health Sciences on cost-effectiveness and cost-benefit analysis of Starting Early Starting Smart (SESS) multi-site cooperative agreement, Pentagon, VA, 2000. Funded as a consultant.
6. Special Consultant to the National Evaluation Data and Technical Assistance Center (NEDTAC), Contract No. 270-94-001 to Caliber Associates. Services include providing expert review, input, and development of NEDTAC materials for the Residential Women and Children / Pregnant and Postpartum Women Cross-Site Evaluation.
7. Johns Hopkins University School of Hygiene and Public Health. Consultant on cost, cost-effectiveness, and cost-benefit analysis to Dr. Henry T. Ireys on his grant, "Enhancing Mental Health Outcomes in Children and Parents." Grant proposal funded October 1997 for 5 years.
8. Consultant to Howard Research, Inc. (in Edmonton, Alberta Province, Canada) regarding the Cost-Effectiveness Component of Evaluating the Sustainability of Primary Health Care. This consultation is a multi-year effort begin in late 1998 and involving application of my CPPOA to the summative and formative evaluation of sustainability of diverse programs funded by provincial and federal sources for preventing health problems in Canadian citizens.
9. Member, Substance Abuse Treatment Cost Evaluation Methodologies: Expert Panel, sponsored by Program Evaluation Branch, Center for Substance Abuse Treatment, SAMHSA, August 31 to September 1, 1998.

10. Human Development Center (HDC), Institutes for Behavior Resources, Washington, DC (for approximately 9 years, a nonprofit institution operating 13 residential treatment facilities for delinquent minority youth and retarded minority adults).
11. Center for Treatment Research on Adolescent Drug Abuse, University of Miami. Consultant on cost, cost-effectiveness, and cost-benefit analysis. Grant proposal approved January 1998.
12. Behavior and Health Research, Inc., consultant on developing print, computer disk, and Internet versions of a manual to teach operators of substance abuse treatment programs how to measure, analyze, and improve the cost-effectiveness and cost-benefit of their programs, 1996-1998.
13. Justice Projects Office (JPO) of the School of Public Affairs, American University, January to September 1993. Designed evaluations of the effectiveness, processes, and cost-effectiveness and cost-benefit of coordinated efforts by courts and outpatient substance abuse systems to reduce future crime and social service use by drug addicts. Wrote and submitted two research grant proposals.
14. Substance Abuse Center (SAC) of the Institutes for Behavior Resources (IBR), Inc., April 1991 to 1995. Consulted weekly on the organization of a networked management information system that will be used to compile data for analysis of the cost-effectiveness and cost-benefit of drug treatment clinics in Washington and Baltimore.
15. Research evaluation component for use in the Mobil Mental Health Team Project for Homeless Children and Families. 4/24/89 through 9/30/89, renewed with additional funding for an additional six months. Department of Human Services/Commission on Mental Health, Child and Youth Administration, Government of the District of Columbia, Washington, DC. Cope & Hope Project (serving children of homeless families), Program Evaluation Consultant to the Commission on Mental Health Services of the Government of the District of Columbia for the NIMH-sponsored McKinney Demonstration Project, October 1988-1990, designing and operating a computer management information system for tracking clients and collecting data for research on the mental health needs of children of homeless families and on the impact of on-site provision of mental health services. Also conducted program evaluation and statistical analyses.
16. Georgetown University Hospital (Diet Management and Eating Disorders Clinic), for about 3 years, collecting data and conducting research on the effectiveness of alternative approaches to weight loss and on alternative methods of predicting dropping out from treatment. Nonfunded.

17. Delinquency Intervention Project (DIP), Columbia Heights Youth Club, Washington, D.C., LEAA-sponsored program for delinquent minority inner-city youth, June-August 1981 contract.
18. Chestnut Lodge Research Institute, Rockville, MD (approximately 1980 to January 1989), collecting data, and analyzing and writing up data on the relationships between therapist and client variables and the degree of psychopathology in severely disturbed adolescents. Funded as a consultant by Chestnut Lodge.
19. St. Elizabeths Hospital, Washington, DC (not continuing, contact was for about 3 years), in the program evaluation division. Nonfunded.
20. Community Psychiatric Centers (Wheaton Offices) (contact was for about 3 years), program evaluation. Nonfunded
21. Bowie Involvement Program for Parents and Youth (BIPPY), in concert with a team from the University of Maryland's Community/Clinical PhD program, cost assessment, in the late 1970's for about 1.5 years).
22. A case-study of the cost-effectiveness of psychotherapy. Contract No. 93-3520.0 from the Office of Technology Assessment, U. S. Congress, July through December 1979. To Yates, B. T. and Newman, F. L.

Teaching

The courses I have taught at American University range from advanced graduate courses in evaluation research methods and theories of personality to practical courses in managing one's own health and educational problems. I've also taught a number of courses in continuing education at A.U., including courses on buying computers, time- and stress-management, insomnia, and weight loss, as detailed below.

I teach many of these courses in hybrid or exclusively on-line formats now. For my Health Psychology materials on iTunesU I have over 83,000 subscribers.

Undergraduate Courses

Courses underlined were developed by me. Some have been sunsetted and no longer appear in the course catalog.

- Self-Management
- Health Psychology
- Theories of Personality
- Abnormal Psychology

- Behavior Principles and Clinical Applications
- Community Psychology
- Clinical Research Practica
- Research Methods: Social Science Psychology

Graduate Courses

Courses underlined were developed by me.

- Behavioral Medicine
- Experimental Foundations of Clinical Psychology
- Psychological Research I
- Cost-Effectiveness Analysis in Mental Health (offered as a Selected Topics course)
- Advanced Theories of Personality
- Masters Thesis Seminar, Doctoral Dissertation Seminar
- Strategies for Treatment and Program Evaluation (offered as a Selected Topics course)
- Improving Human Services

Adult Continuing Education Courses Taught at American University

- * Choosing a Home Computer (Spring 1982, Fall 1982, Spring 1983, Fall 1983, Spring 1984), retitled variously as "Microcomputer Hardware."
- * Introduction to Computer Software (Fall 1982, Spring 1983, Fall 1983, Spring 1984)
- * Care and Maintenance of Microcomputers (Fall 1983)
- * Time Management (Spring 1981, Fall 1982, Spring 1983, Fall 1983, Spring 1984)
- * Weight Management (Fall 1982, Spring 1983, Fall 1983, Spring 1984, Fall 1984)
- * Permanent Part-Time Consulting (Fall 1989).

Program Development, American University

Dr. Yates developed, obtained Departmental, College, and University approval for, and directed from 1978 through 1988 the MA Program in General Psychology. The program enrolled 15 to 20 new MA students annually. Each year it was the source of 1 to 2 of the 6 to 7 students admitted to the Clinical Ph.D. program in psychology. It also is the frequent source of admittees to the Behavior, Cognition, and Neuroscience Ph.D. program.

Biographic Sketch

[Brian Yates](#) is a tenured Full Professor in the [Department of Psychology](#) at [American University](#)

in Washington, DC, where he began working as an Assistant Professor in 1976. Dr. Yates has published or has in-press (accepted for publication) 94 articles, book chapters; 5 of these publications are books. Most of his publications apply cost-effectiveness or cost-benefit analysis to the systematic evaluation and improvement of human services.

Working with colleagues at American University at his [Program Evaluation Research Lab \(PERL\)](#), University of Vermont, Ohio State, Fordham University, University of Massachusetts Medical School, Babes-Bolyai University (Cluj-Napoca, Romania), Yale School of Medicine, and Stanford University, Dr. Yates has applied his Cost → Procedure → Process → Outcome Analyses (CPPOA) model to measure and improve the a) costs, b) cost-effectiveness, c) cost-benefit, or d) cost-utility of:

- psychological assessment in community mental health centers
- paraprofessional training in psychological services
- child management and parent training in office and home settings
- mentoring programs
- emotional learning and literacy interventions in primary educational settings
- programs for preventing alcohol, tobacco, or other substance abuse
- suicide prevention
- treatment of opiate, cocaine, and alcohol addictions
- weight management and obesity treatments
- gender-sensitive intensive inpatient treatments for substance abuse
- reaccreditation of substance abuse treatments
- residential programs for urban youth
- intermediate care facilities for individuals with mental retardation
- consumer-operated mental health services
- clubhouses for persons with severe mental illness
- clinical depression in adults
- seasonal affective disorder and cognitive-behavioral versus light-box therapies
- foster care for abused children.

In addition to his books, Dr. Yates wrote the [manual](#) for helping substance abuse treatment programs measure, report, and improve their cost, cost-effectiveness, and cost-benefit, was published in 1999 by the National Institute on Drug Abuse.

For the past several years, Dr. Yates has taught exclusively online courses at American University in *Health Psychology*, *Theories of Personality*, *Self-Management*, and, soon, *Improving Human Services*. He also was elected for two consecutive three-year terms as both member of the Board and Treasurer of the [American Evaluation Association](#), the largest association of program evaluators in the world. He developed the MA Program in General Psychology at American University, served as its first director, was Acting Chair of the Department of Psychology for a semester and Associate Dean of Graduate Studies in the College of Arts and Sciences for a year. Dr. Yates enjoys being a full-time faculty member.