

**Article title:** Impact of Active Disinvestment on Decision-Making for Surgery in Patients With Subacromial Pain Syndrome: A Qualitative Semi-structured Interview Study Among Hospital Sales Managers and Orthopedic Surgeons

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**Supplementary file 1.** Semi-structured Interview Guides

## 1. Hospital sales managers.

### Welcome

Welcome participant and thank participant for participation in interview.

- Verbal consent for participation in study.
- Short personal introduction.
- Characteristics participant

### Introduction

- Research about de-implementation of low-value care.
- Research question: effectiveness of an active disinvestment strategy for subacromial pain syndrome.
- Goal interview: to explore how this de-implementation strategy influenced decision-making around surgery from perspectives of relevant stakeholders.

### Major topics

- Explanation disinvestment strategy
- Negotiation process between insurers and healthcare providers.
- Attention given to active disinvestment strategy during negotiations.
- Consequences of active disinvestment strategy for hospital.
- Perceived effect of active disinvestment strategy on clinical decision-making

### Closing

- Other relevant things to discuss?
- Additional thoughts and/or questions?
- Other relevant stakeholders?

Thank respondent and finish interview

## 2. Orthopedic surgeons.

### Welcome

Welcome participant and thank participant for participation in interview.

- Verbal consent for participation in study.
- Short personal introduction.
- Characteristics participant

### Introduction

- Research about de-implementation of low-value care.
- Research question: effectiveness of an active disinvestment strategy for subacromial pain syndrome.
- Goal interview: to explore how this de-implementation strategy influenced decision-making around surgery from perspectives of relevant stakeholders.

### Major topics

- Explanation disinvestment strategy
- Treatment strategy for SAPS.
- Perspectives about active disinvestment strategy.
- Perceived effect of active disinvestment strategy on clinical decision-making.
- Other relevant factors.

### Closing

- Other relevant things to discuss?
- Additional thoughts and/or questions?
- Other relevant stakeholders?

Thank respondent and finish interview