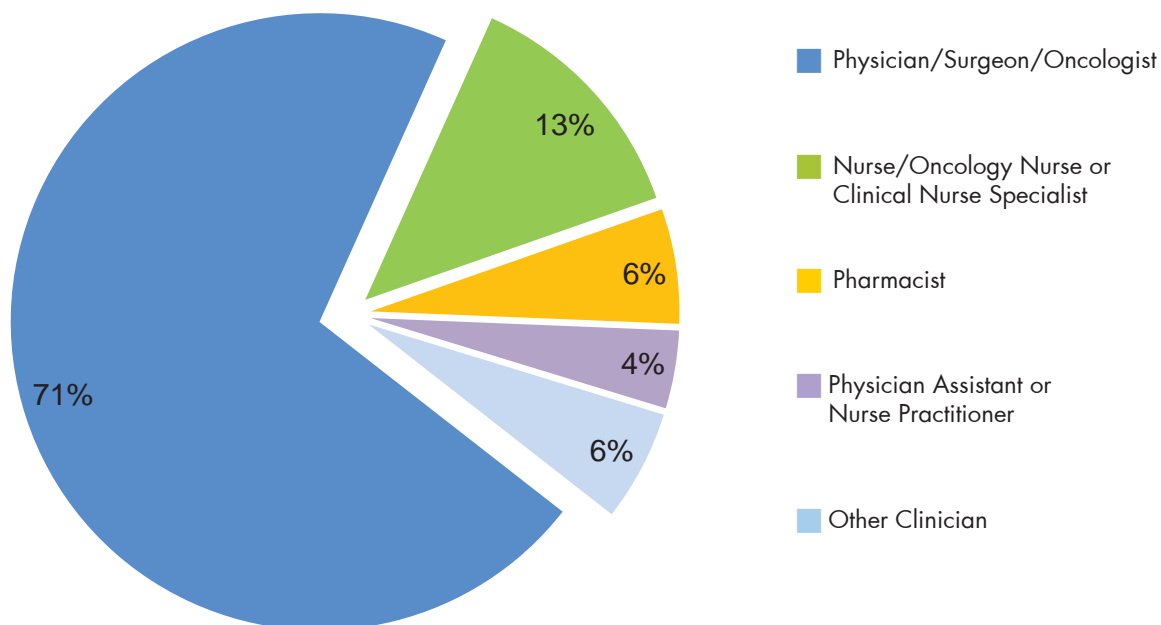


NCCN Trends™ is an analytics tool from the National Comprehensive Cancer Network® (NCCN®) that surveys how clinicians across the U.S. and around the globe are delivering cancer care. This summary includes the results of the October 2013 NCCN Trends™ Survey, which focused on Non-Small Cell Lung Cancer. This survey was sent to U.S. and International users of NCCN.org.

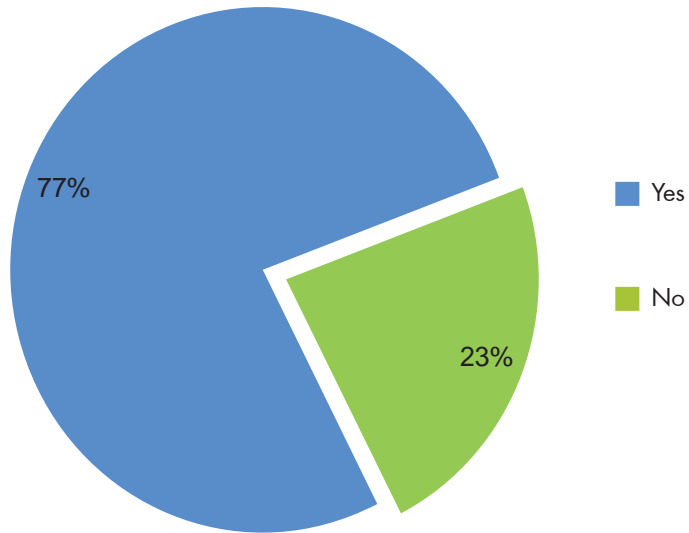
## DEMOGRAPHICS

**Distribution of Respondent Types (n = 1,030)**

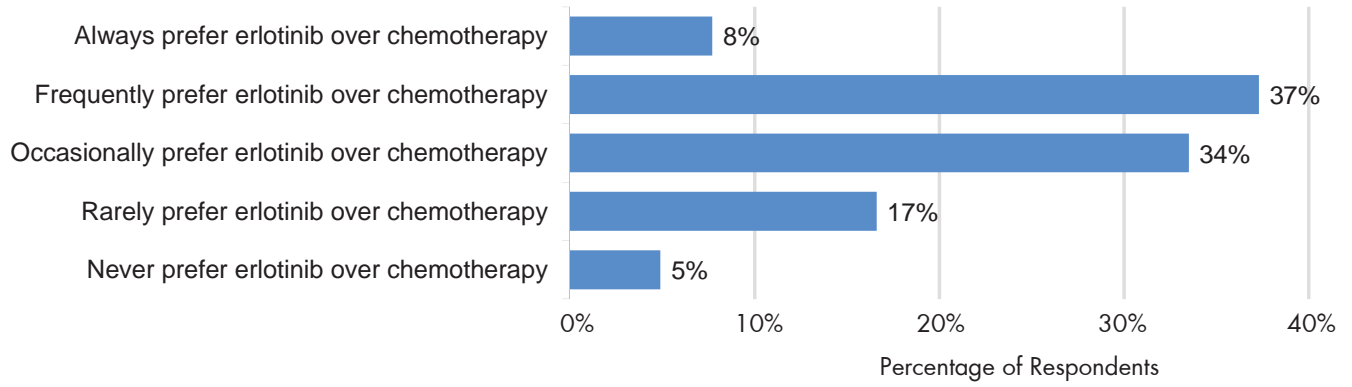


Note: Percentages may not total 100 because of rounding.

**Q1. Do you treat patients with non-small cell lung cancer (NSCLC)? (n = 1,030)**



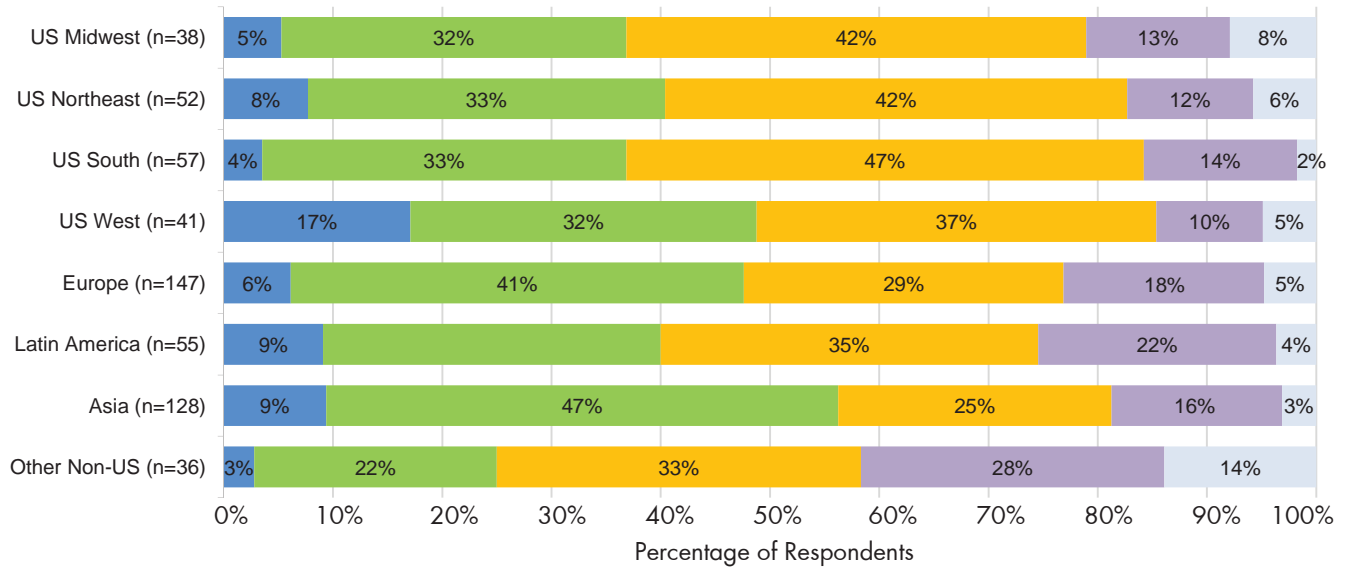
**Q2. Do you prefer to use erlotinib or chemotherapy to treat second line NSCLC?  
(n = 555)**



**Q2. Do you prefer to use erlotinib or chemotherapy to treat second line NSCLC?**

**By Geography**

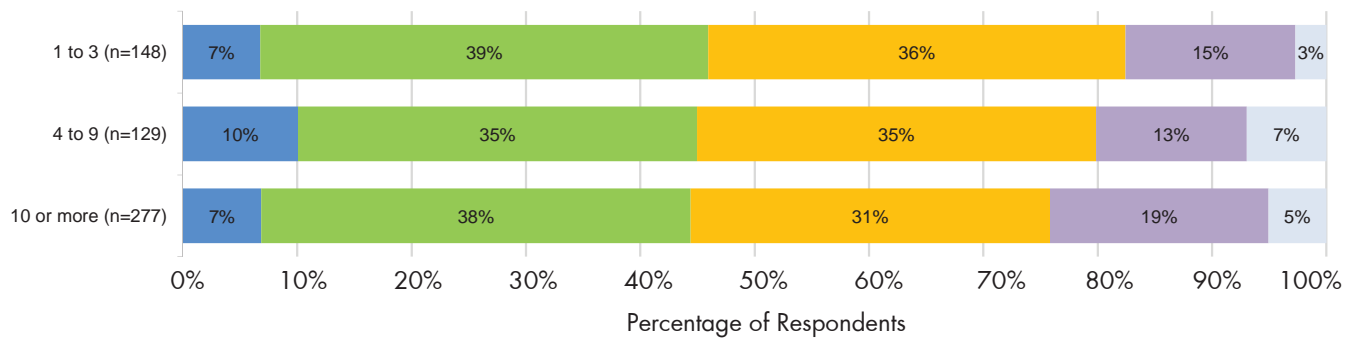
- Always prefer erlotinib over chemotherapy
- Frequently prefer erlotinib over chemotherapy
- Occasionally prefer erlotinib over chemotherapy
- Rarely prefer erlotinib over chemotherapy
- Never prefer erlotinib over chemotherapy



**Q2. Do you prefer to use erlotinib or chemotherapy to treat second line NSCLC?**

**By Practice Size**

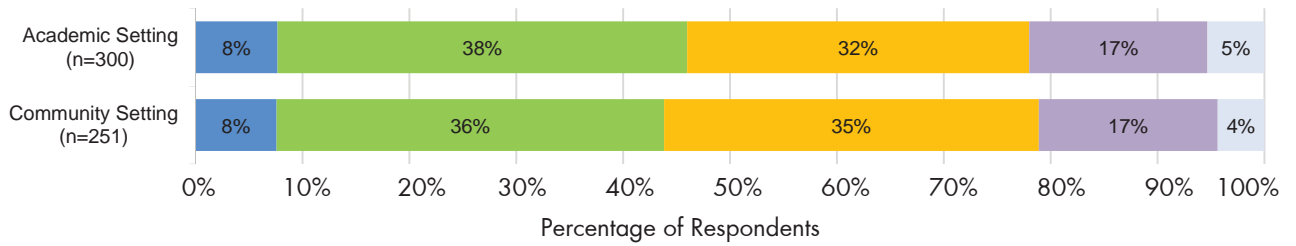
- Always prefer erlotinib over chemotherapy
- Frequently prefer erlotinib over chemotherapy
- Occasionally prefer erlotinib over chemotherapy
- Rarely prefer erlotinib over chemotherapy
- Never prefer erlotinib over chemotherapy



**Q2. Do you prefer to use erlotinib or chemotherapy to treat second line NSCLC?**

**By Practice Setting**

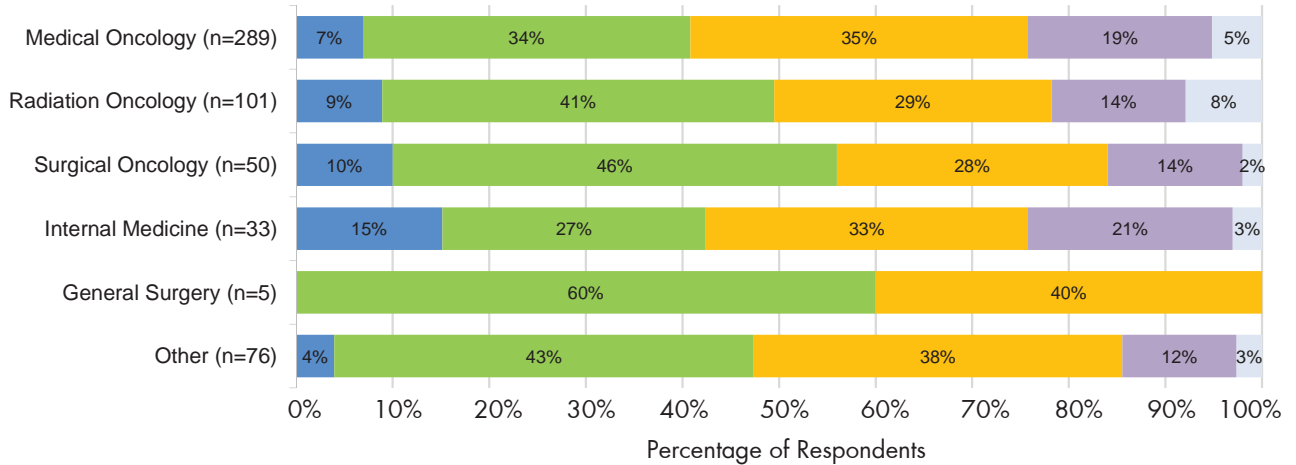
- Always prefer erlotinib over chemotherapy
- Frequently prefer erlotinib over chemotherapy
- Occasionally prefer erlotinib over chemotherapy
- Rarely prefer erlotinib over chemotherapy
- Never prefer erlotinib over chemotherapy



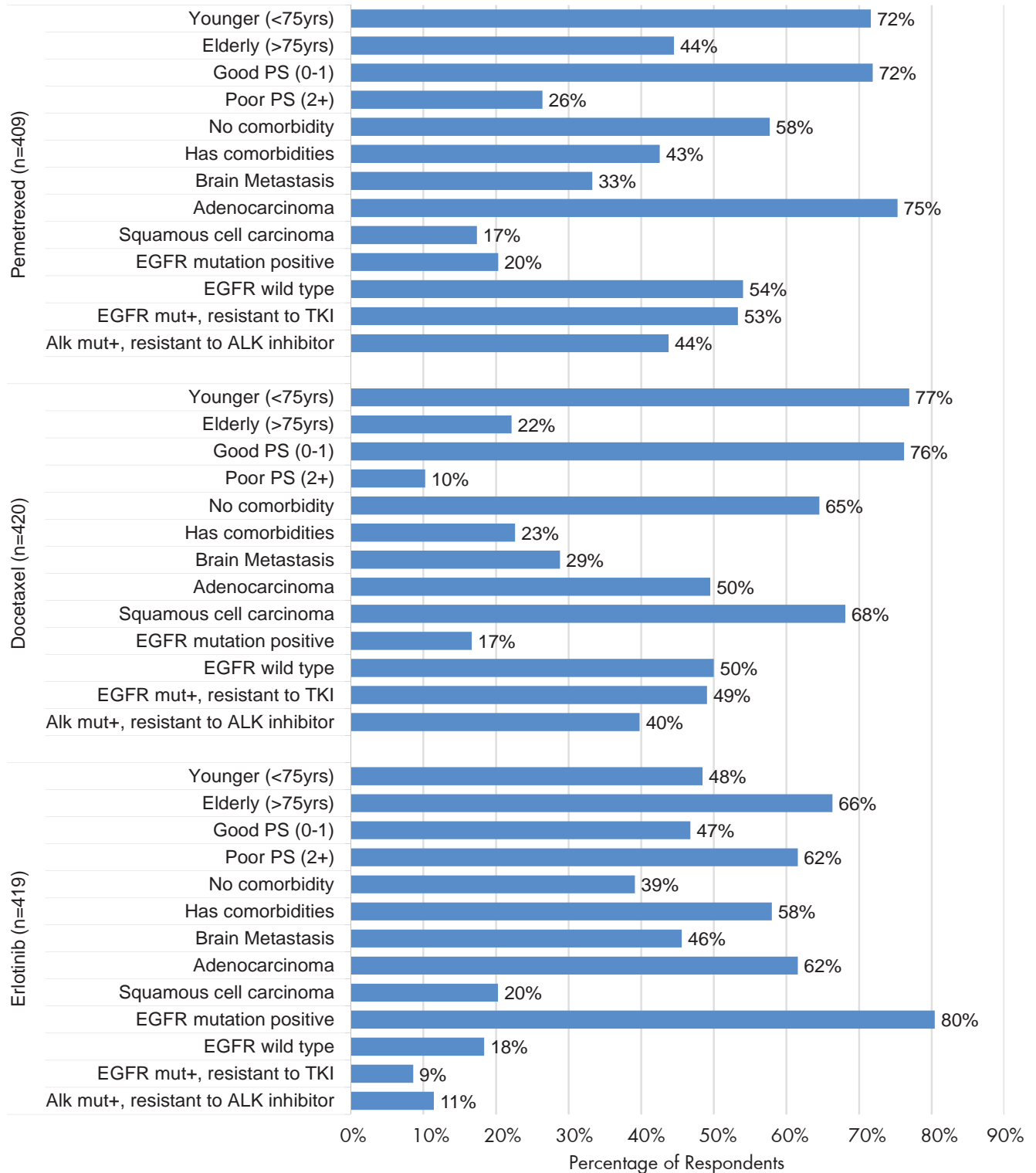
**Q2. Do you prefer to use erlotinib or chemotherapy to treat second line NSCLC?**

**By Specialty**

- Always prefer erlotinib over chemotherapy
- Frequently prefer erlotinib over chemotherapy
- Occasionally prefer erlotinib over chemotherapy
- Rarely prefer erlotinib over chemotherapy
- Never prefer erlotinib over chemotherapy



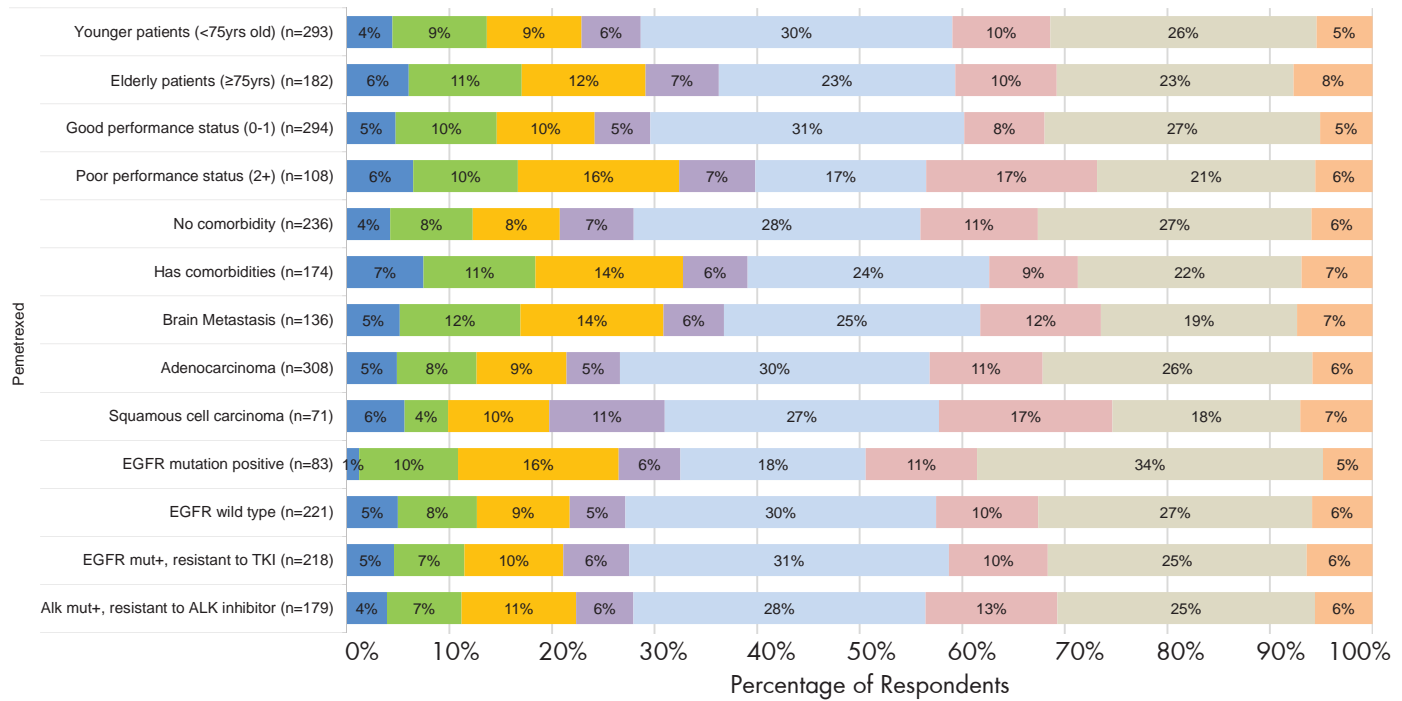
**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**





**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Geography**



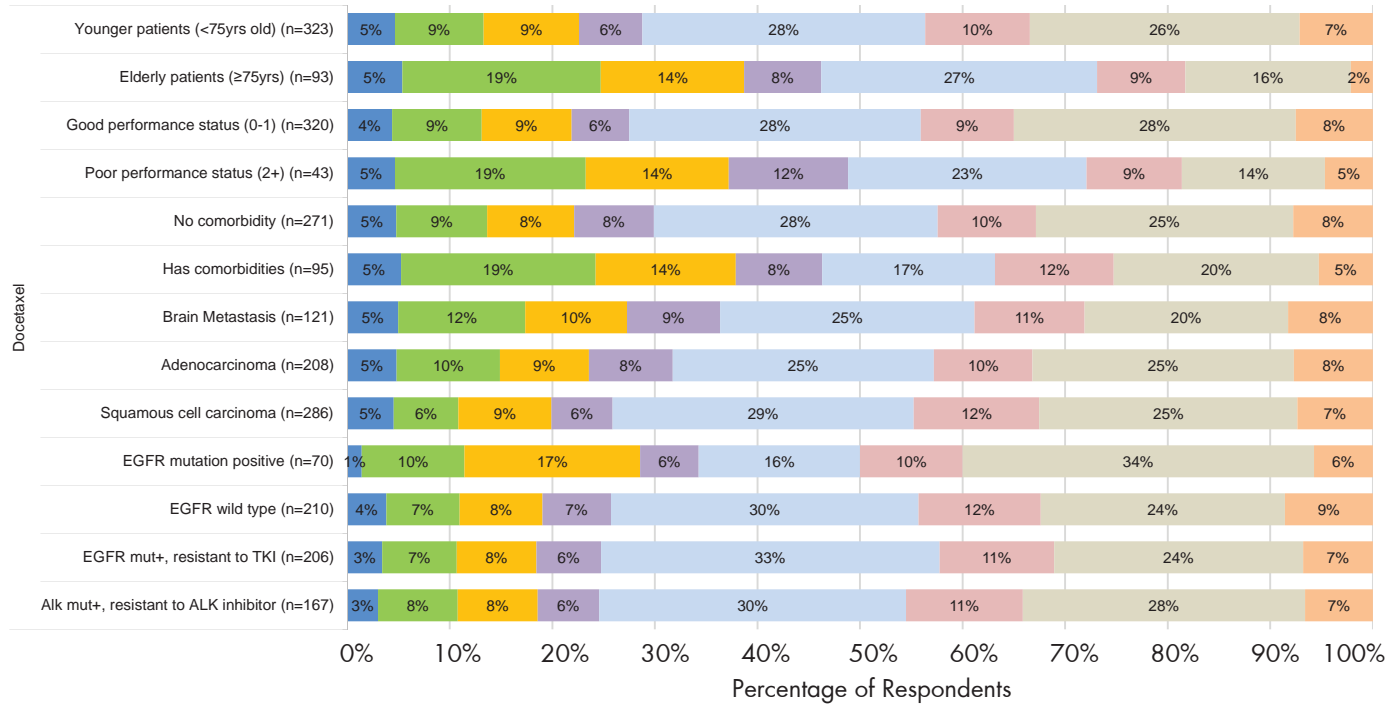
Continued on page 10

**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Geography**

- US Midwest
- US Northeast
- US South
- US West
- Europe
- Latin America
- Asia
- Other Non-US

Continued from page 9



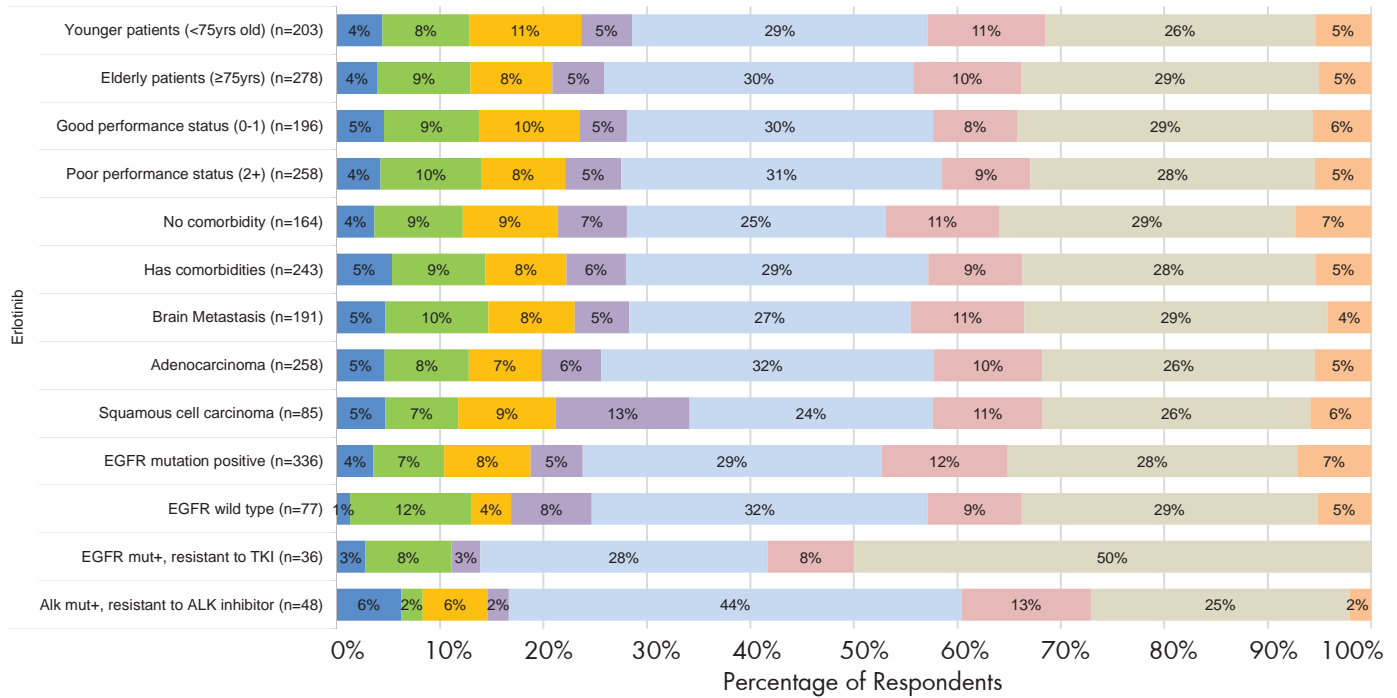
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**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Geography**

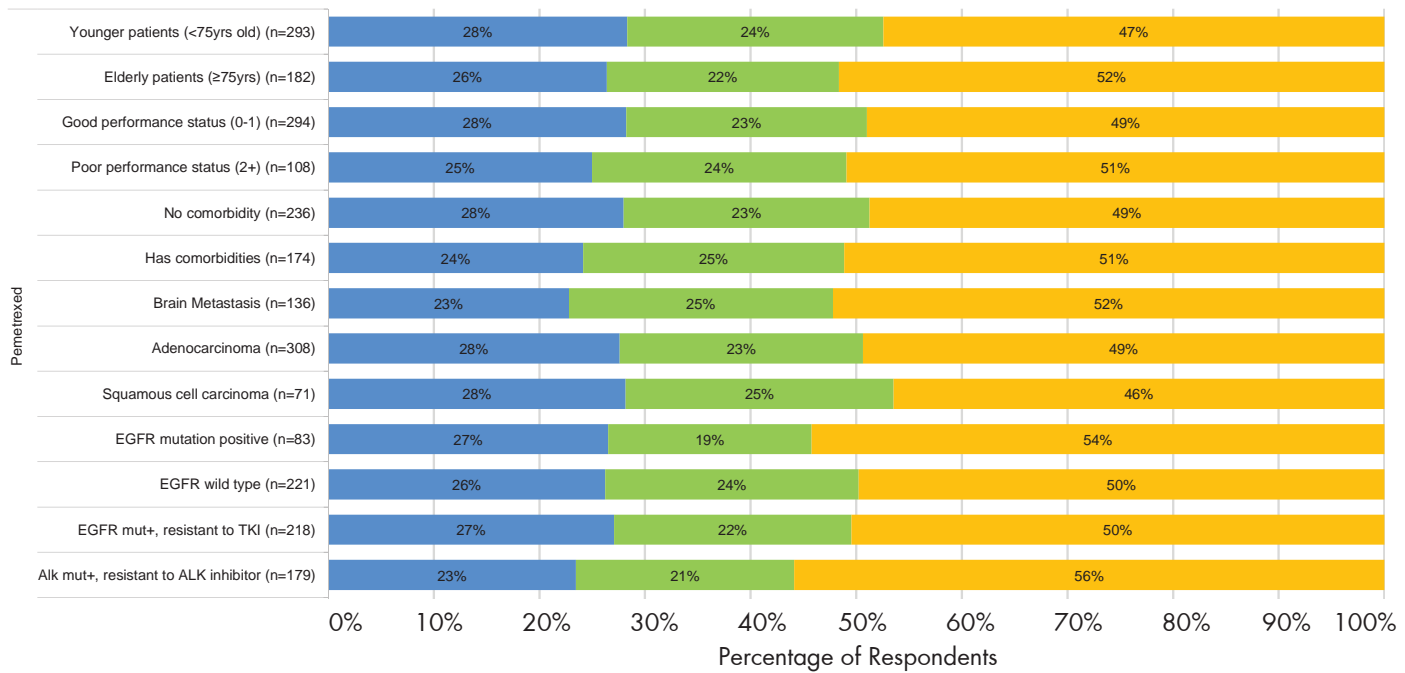
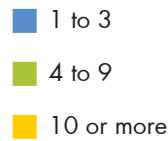


Continued from page 10



**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Practice Size**



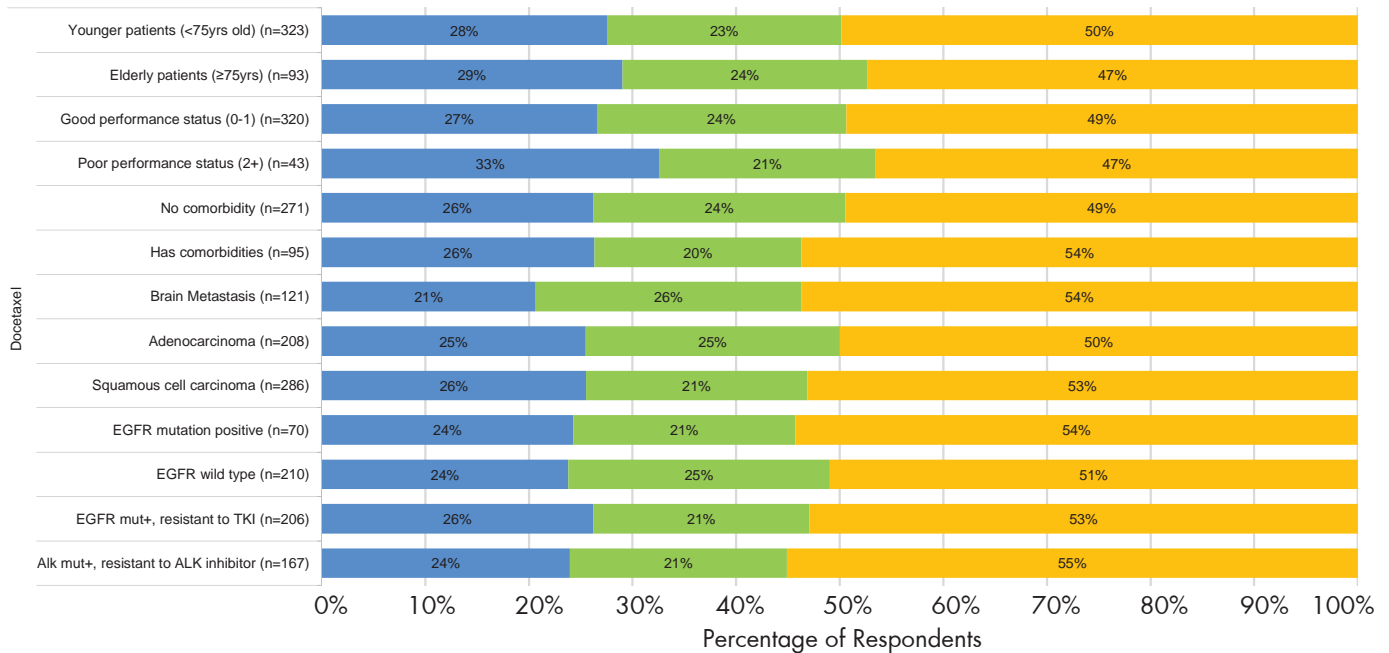
Continued on page 13

**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Practice Size**



Continued from page 12



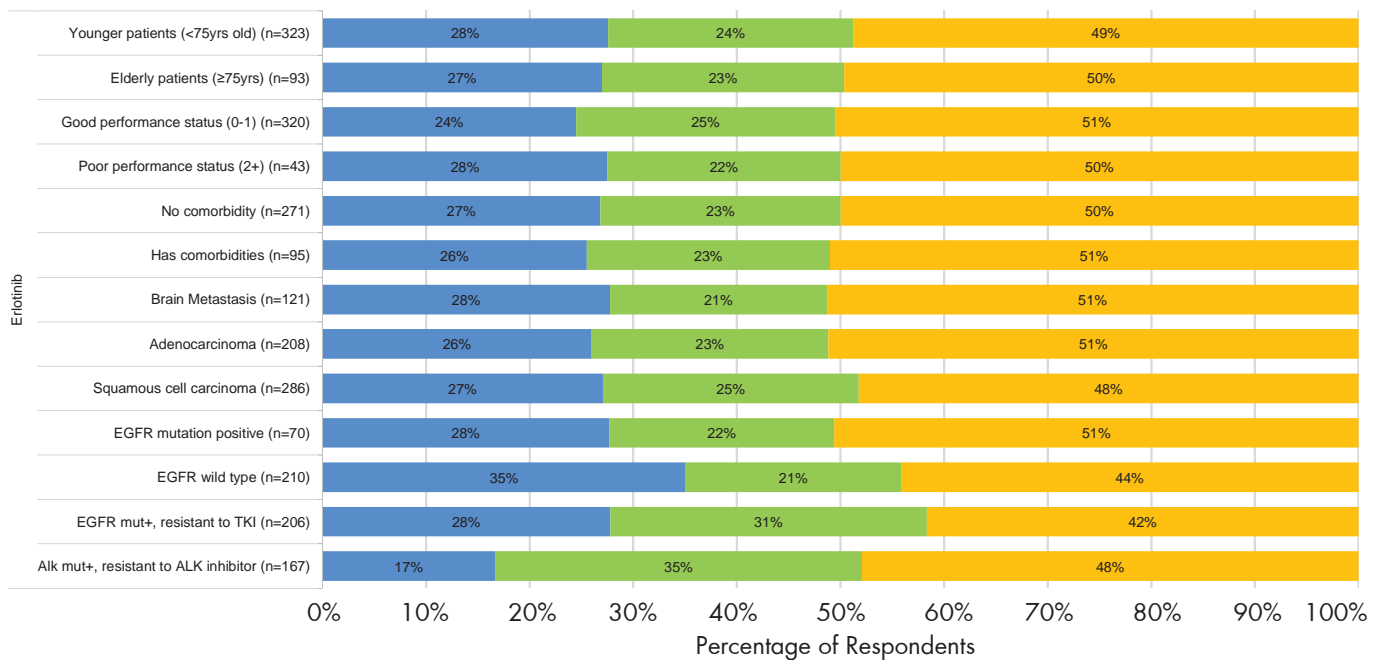
Continued on page 14

**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Practice Size**

- 1 to 3
- 4 to 9
- 10 or more

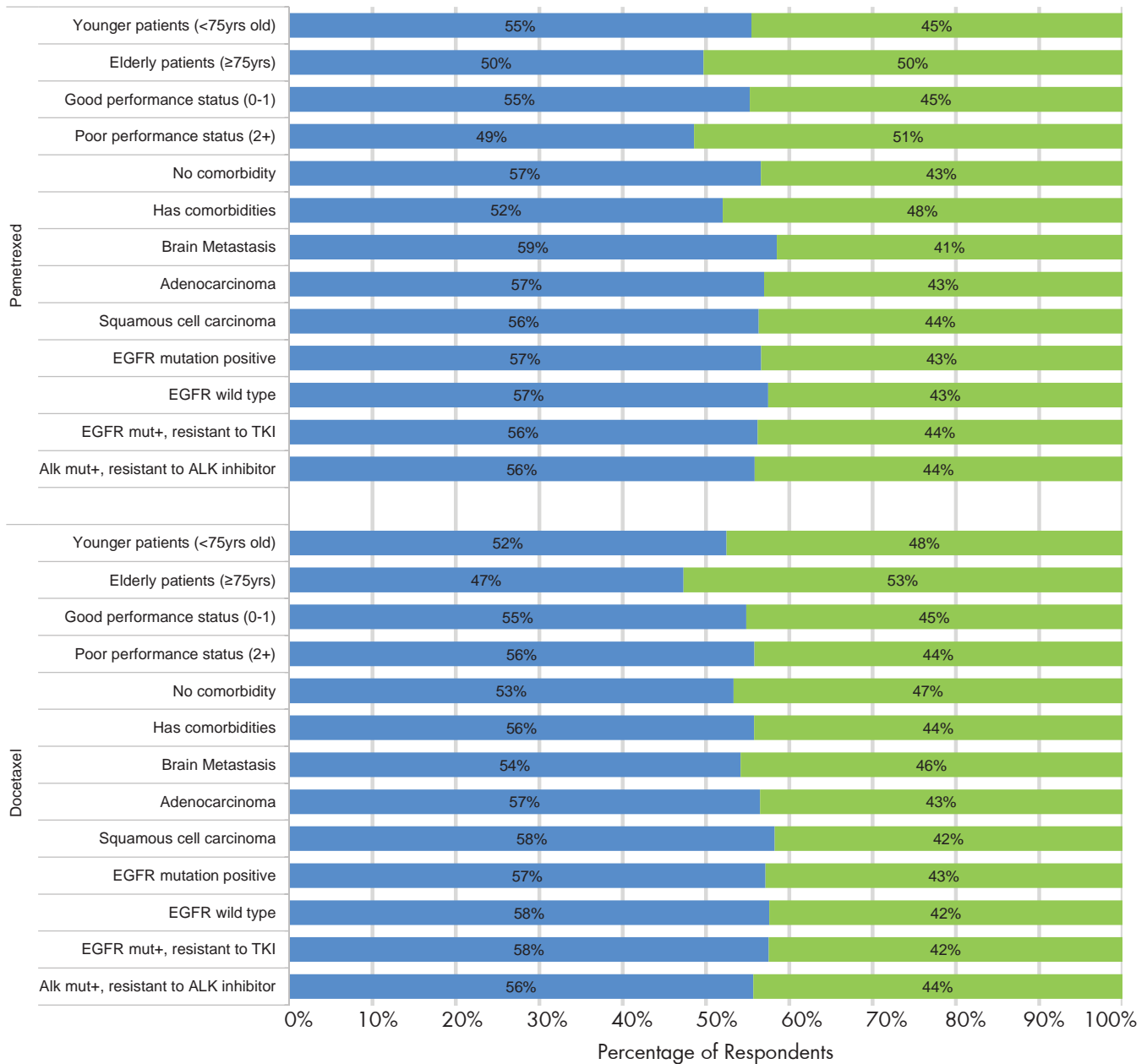
Continued from page 13



**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Practice Setting**

■ Academic Setting  
■ Community Setting



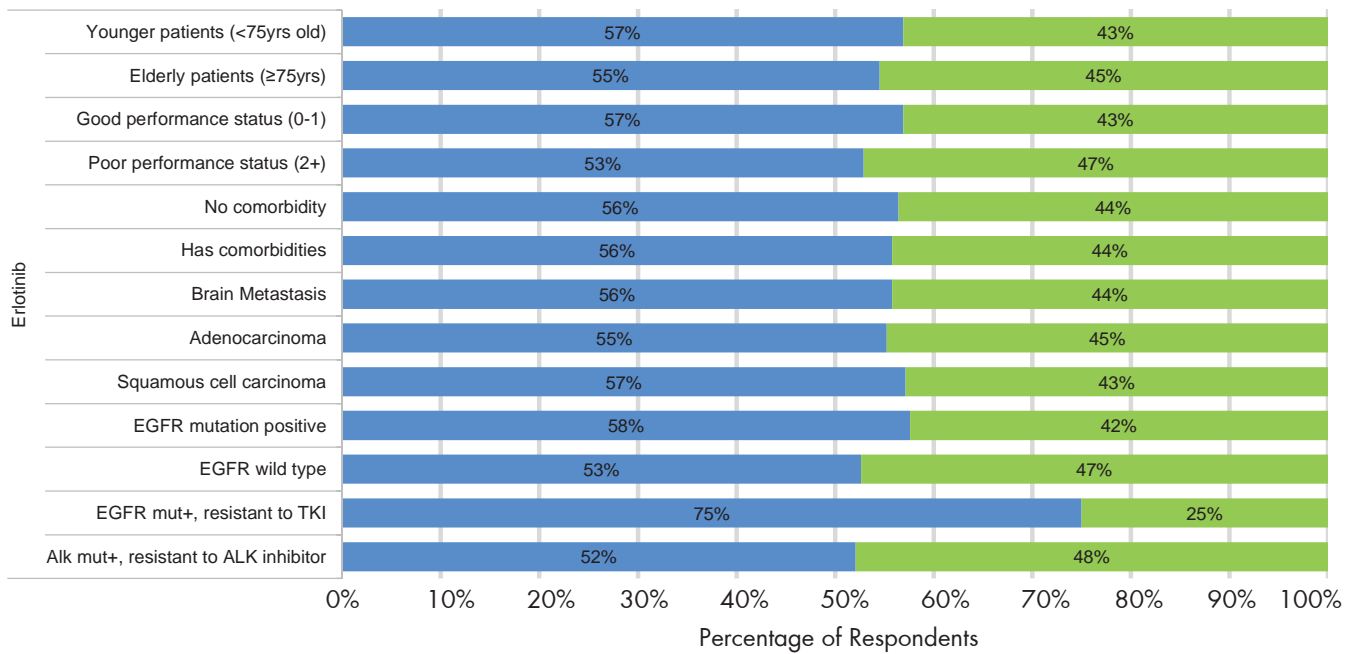
Continued on Page 16

**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Practice Setting**

■ Academic Setting  
■ Community Setting

Continued from page 15

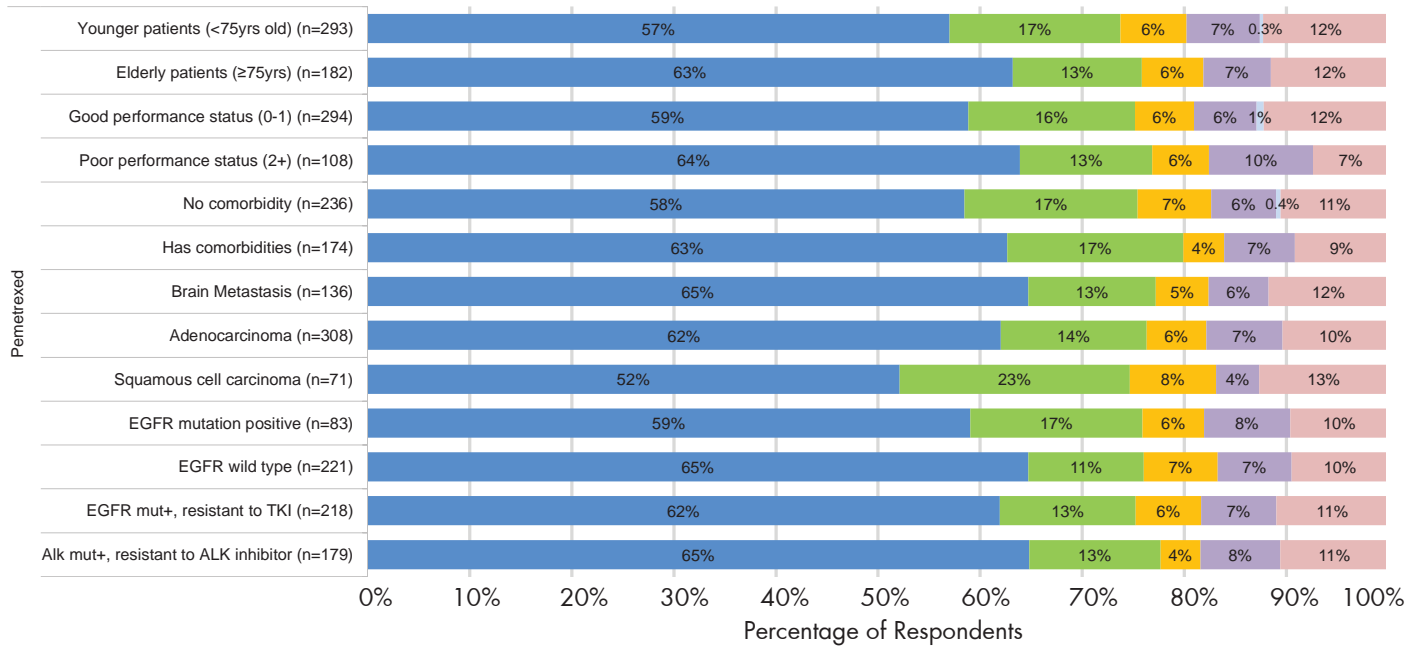




**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Specialty**

- Medical Oncology
- Radiation Oncology
- Surgical Oncology
- Internal Medicine
- General Surgery
- Other



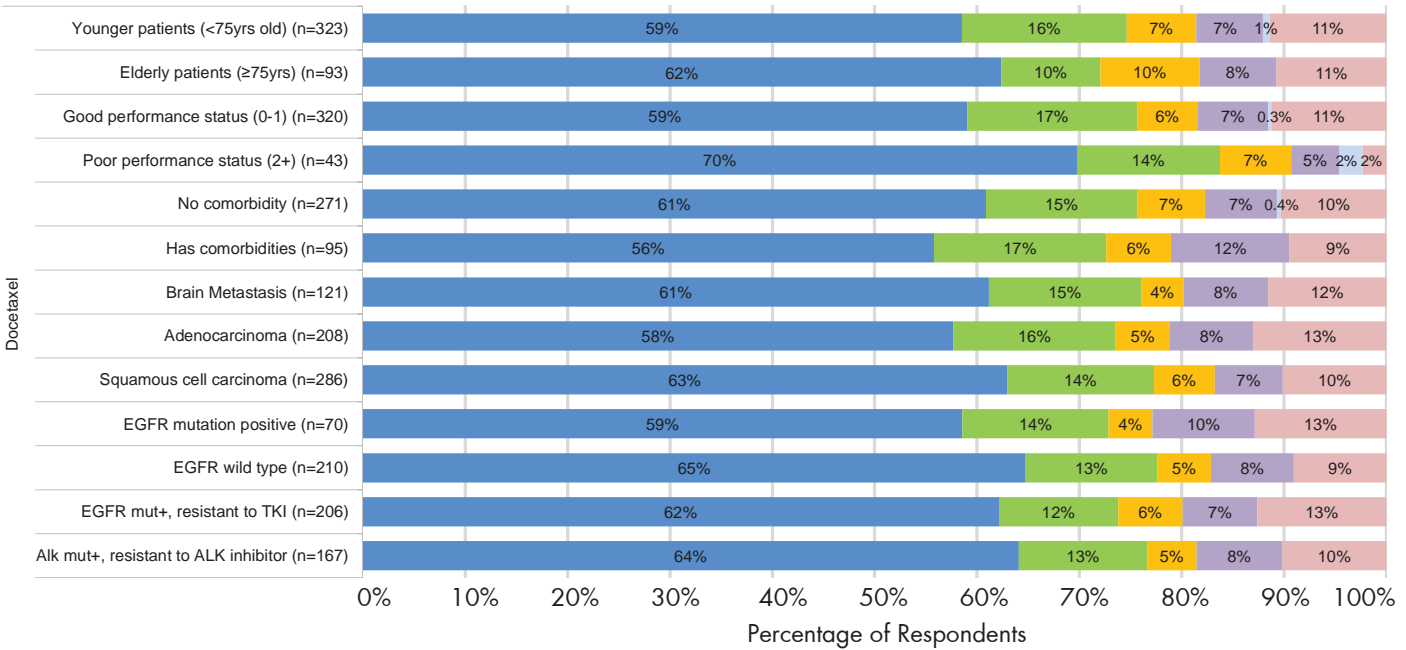
Continued on page 18

**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

**By Specialty**

- Medical Oncology
- Radiation Oncology
- Surgical Oncology
- Internal Medicine
- General Surgery
- Other

Continued from page 17



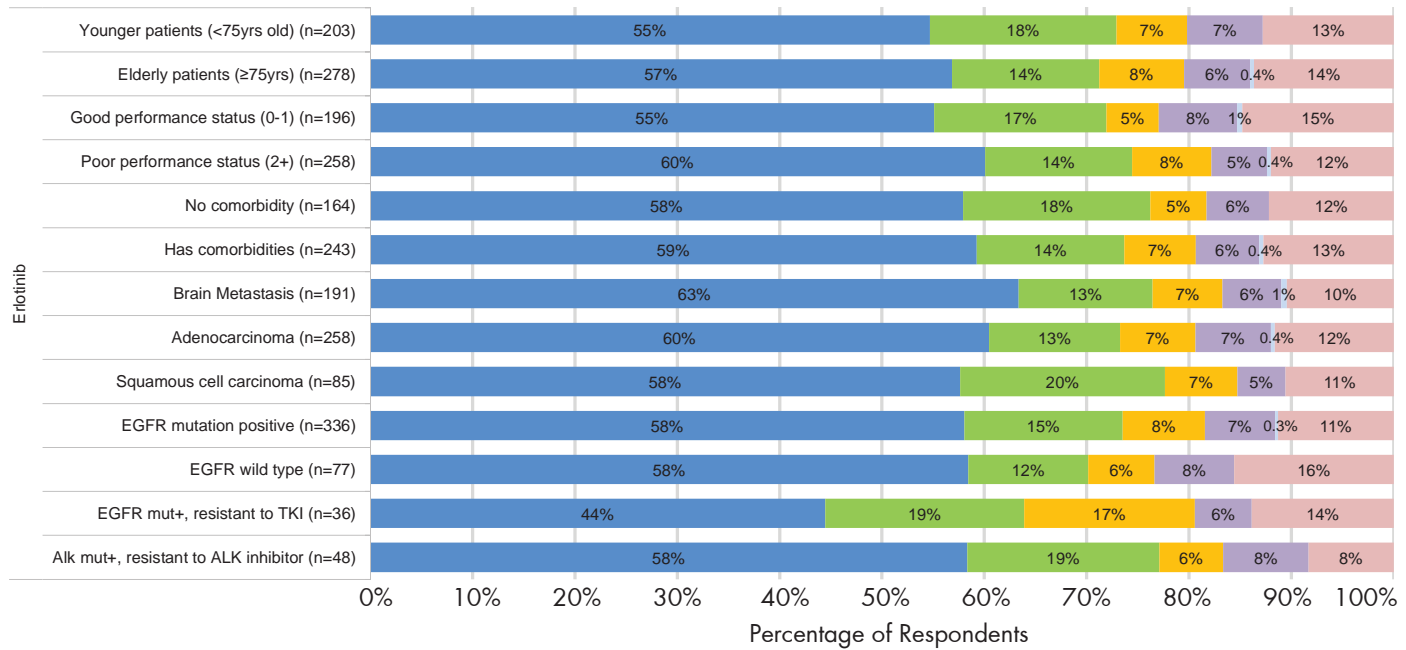
Continued on page 19

**Q3. Select the NSCLC patient sub-sets listed below that you would include when using pemetrexed, docetaxel, or erlotinib for second line therapy. (Please select all that apply)**

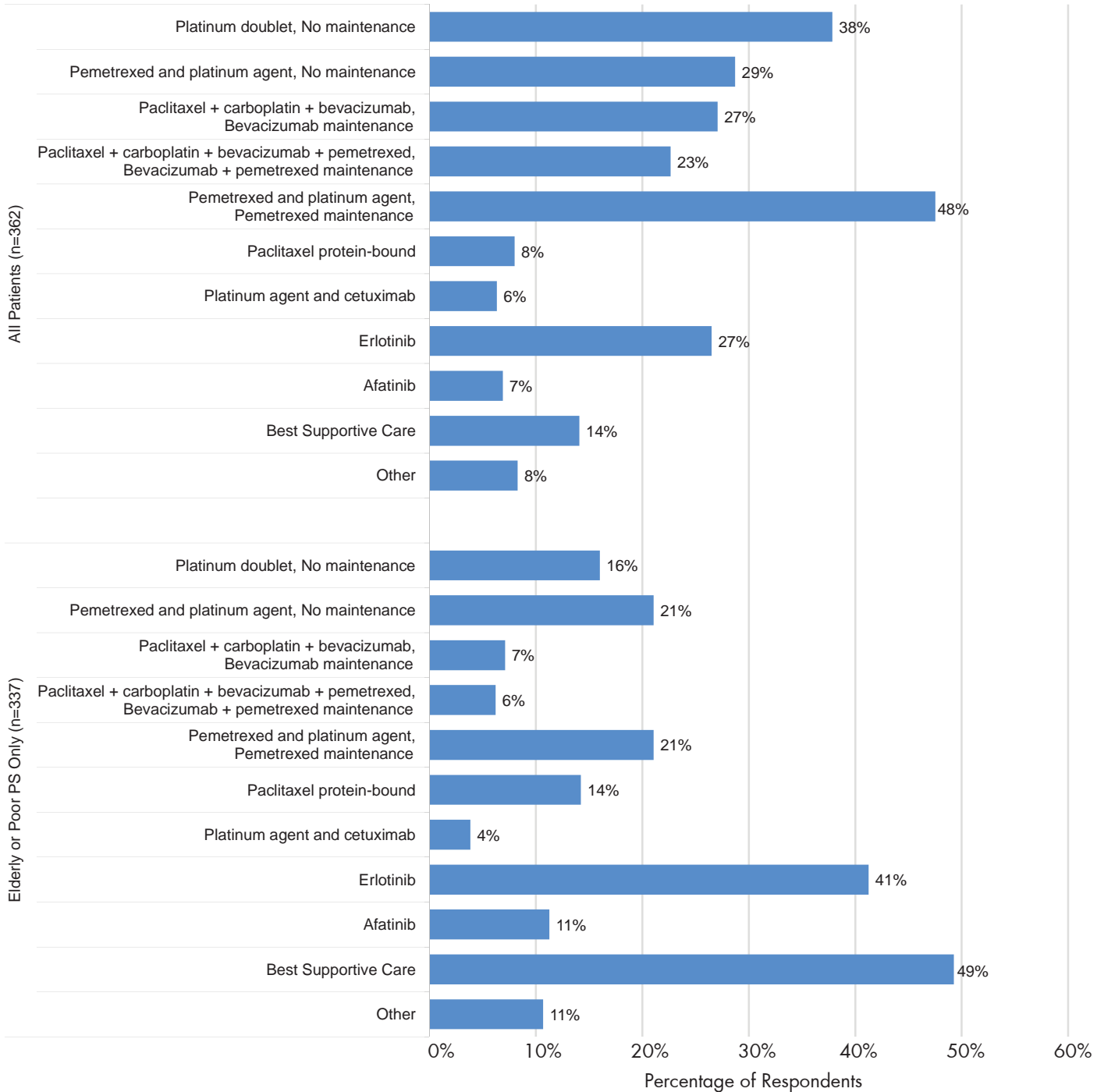
**By Specialty**

- Medical Oncology
- Radiation Oncology
- Surgical Oncology
- Internal Medicine
- General Surgery
- Other

Continued from page 18



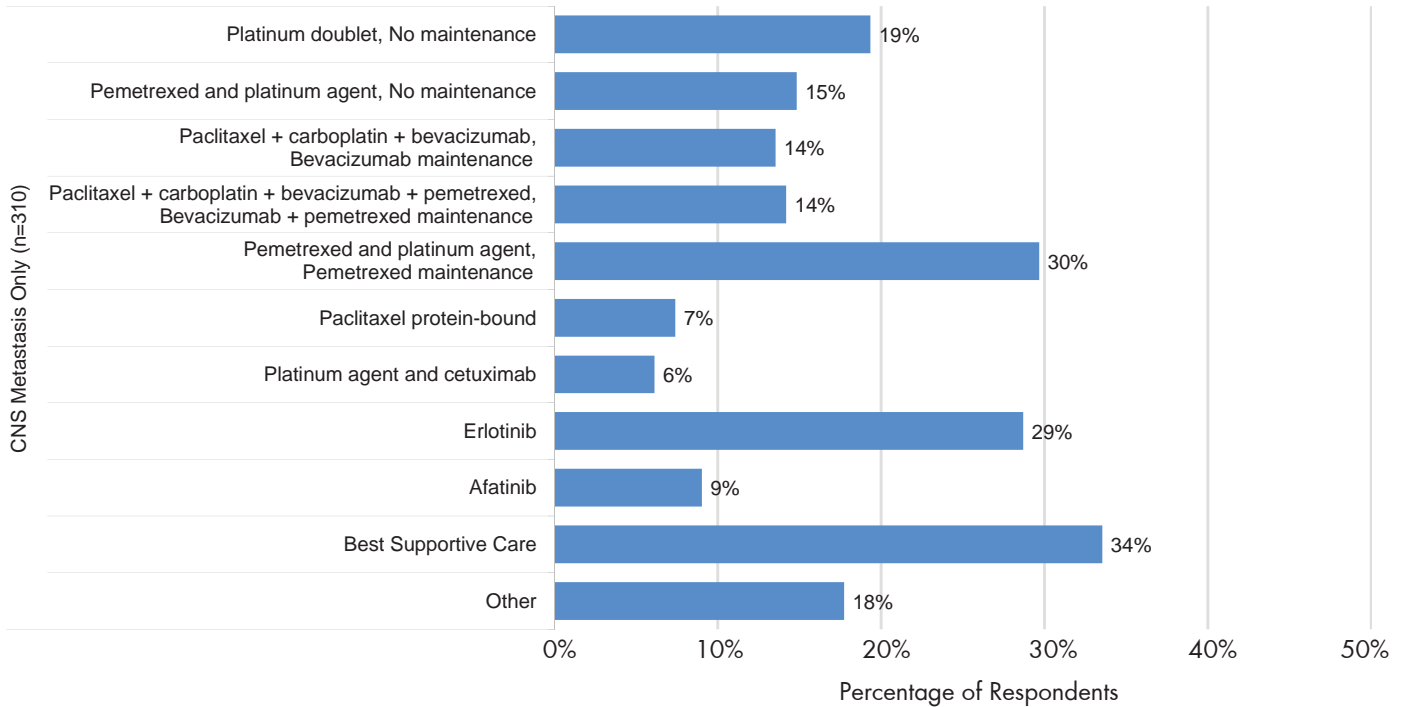
**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**



Continued on page 21

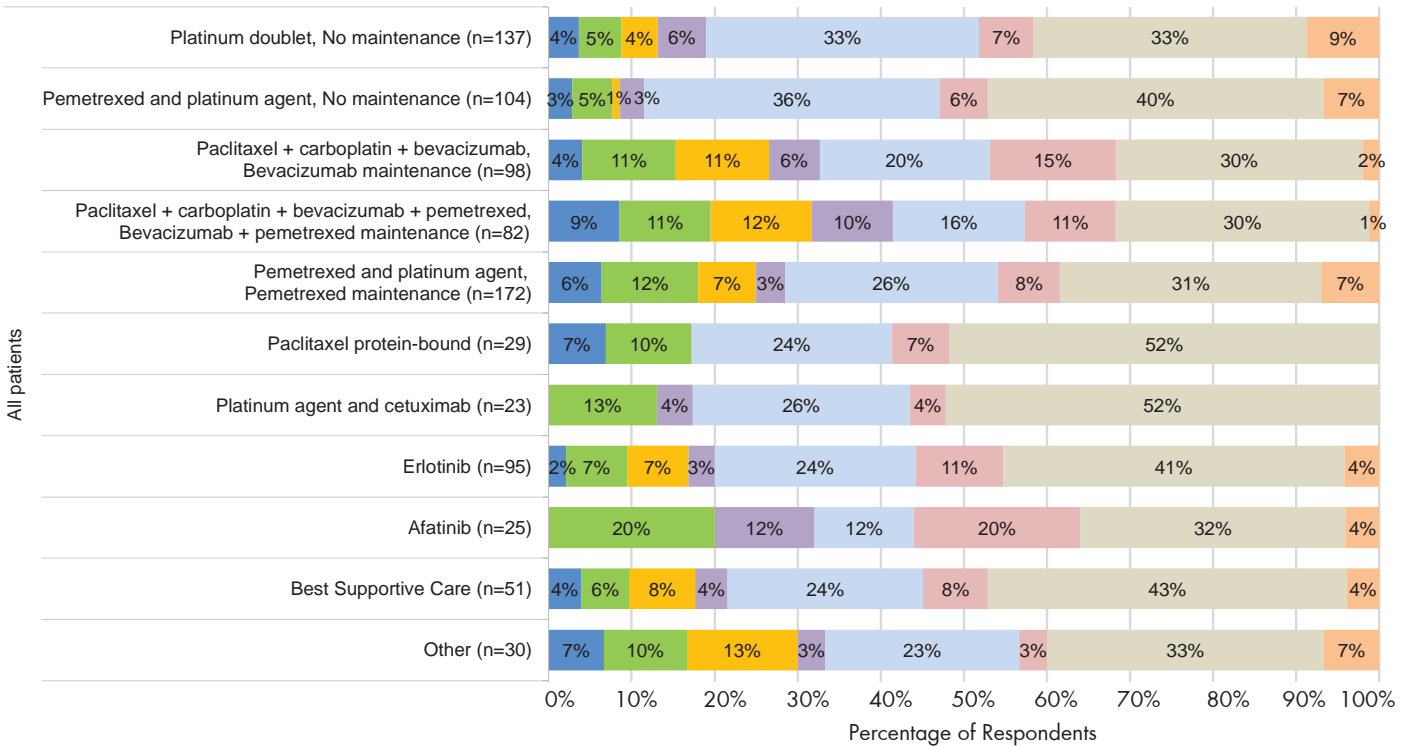
**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

Continued from page 20



**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Geography**



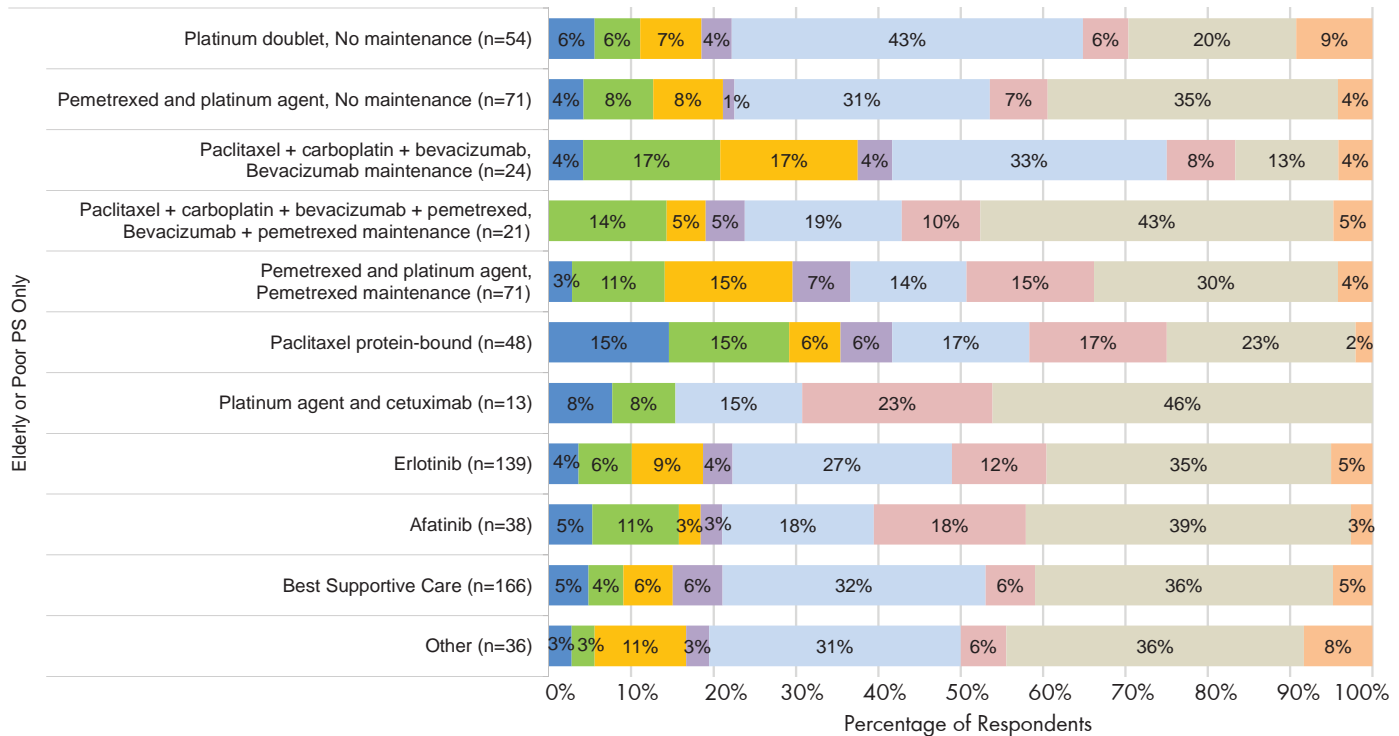
Continued on page 23

**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Geography**



Continued from page 22



Elderly or Poor PS Only

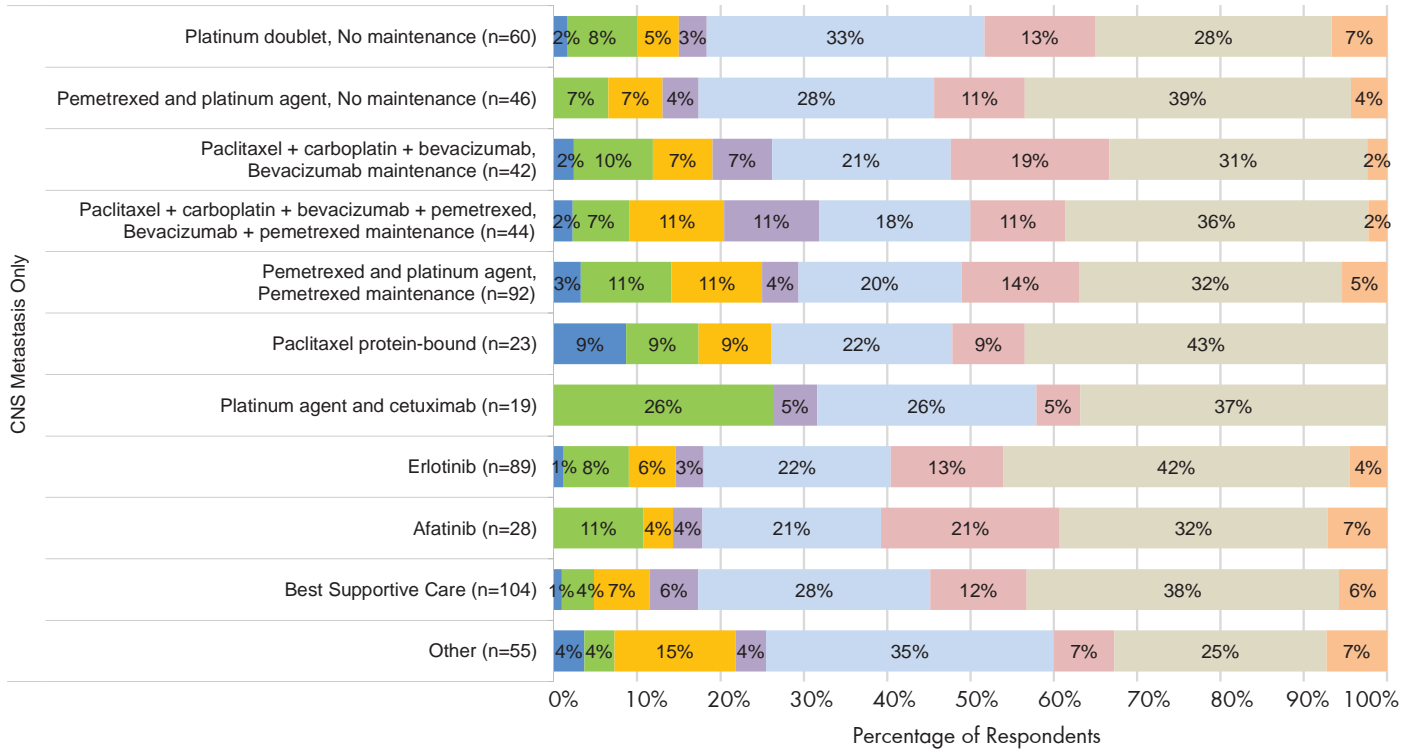
Continued on page 24

**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Geography**

- US Midwest
- US Northeast
- US South
- US West
- Europe
- Latin America
- Asia
- Other Non-US

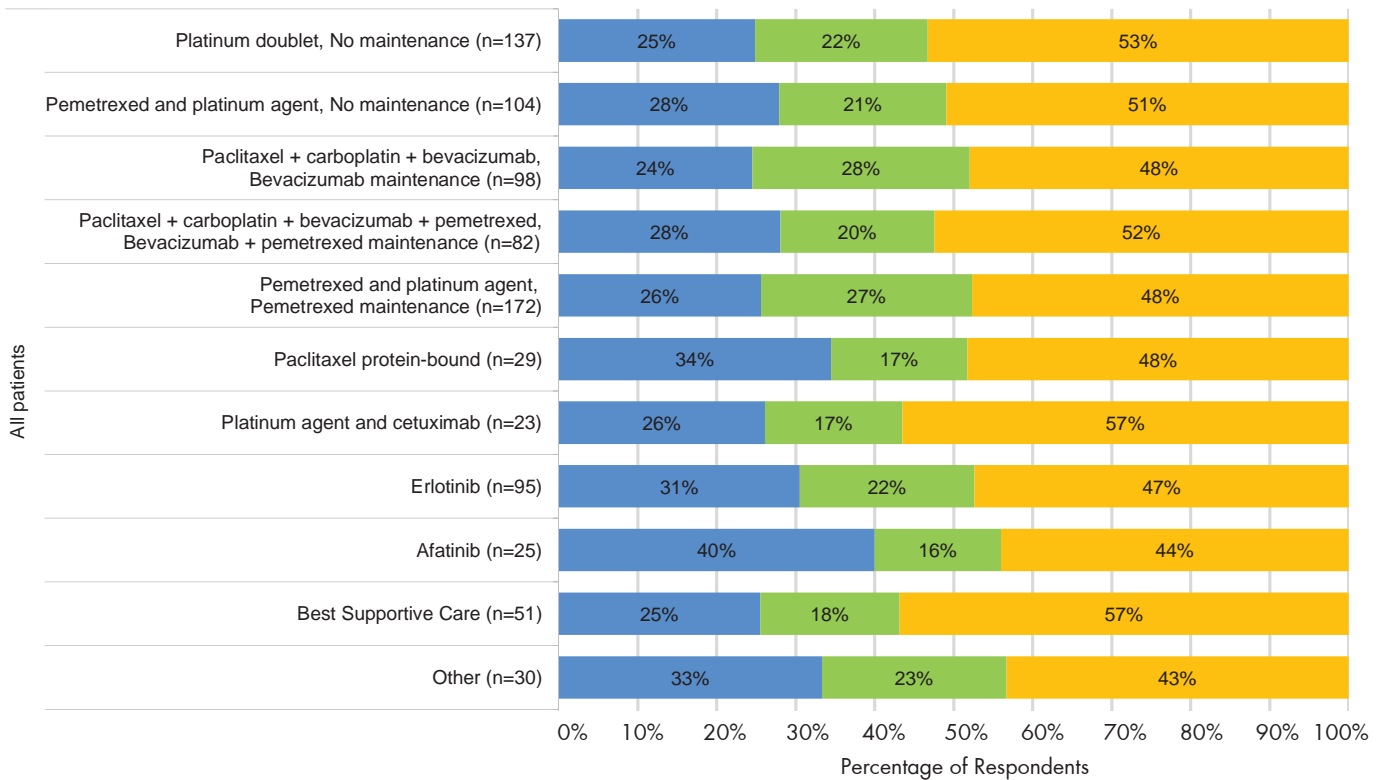
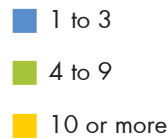
Continued from page 23





**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

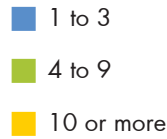
**By Practice Size**



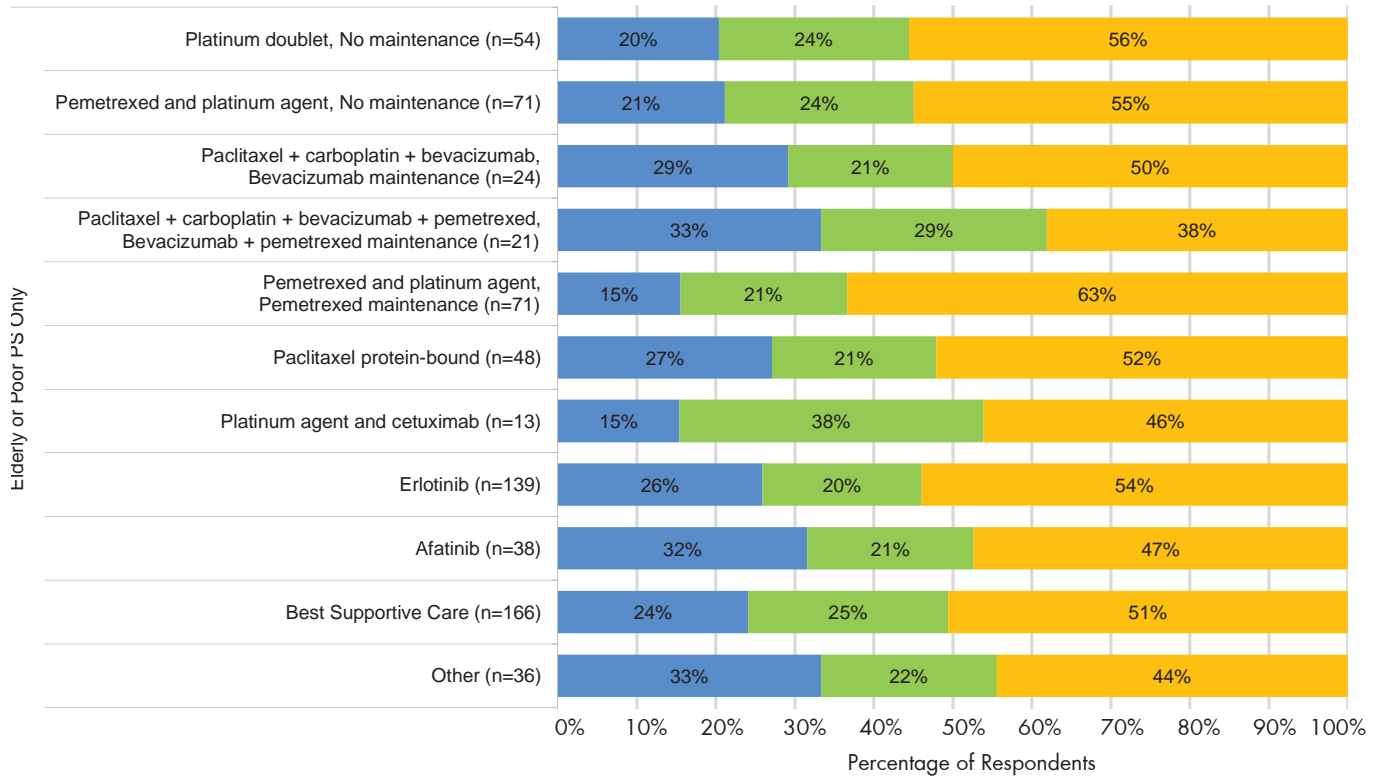
Continued on page 26

**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Practice Size**



Continued from page 25

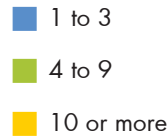


Elderly or Poor PS Only

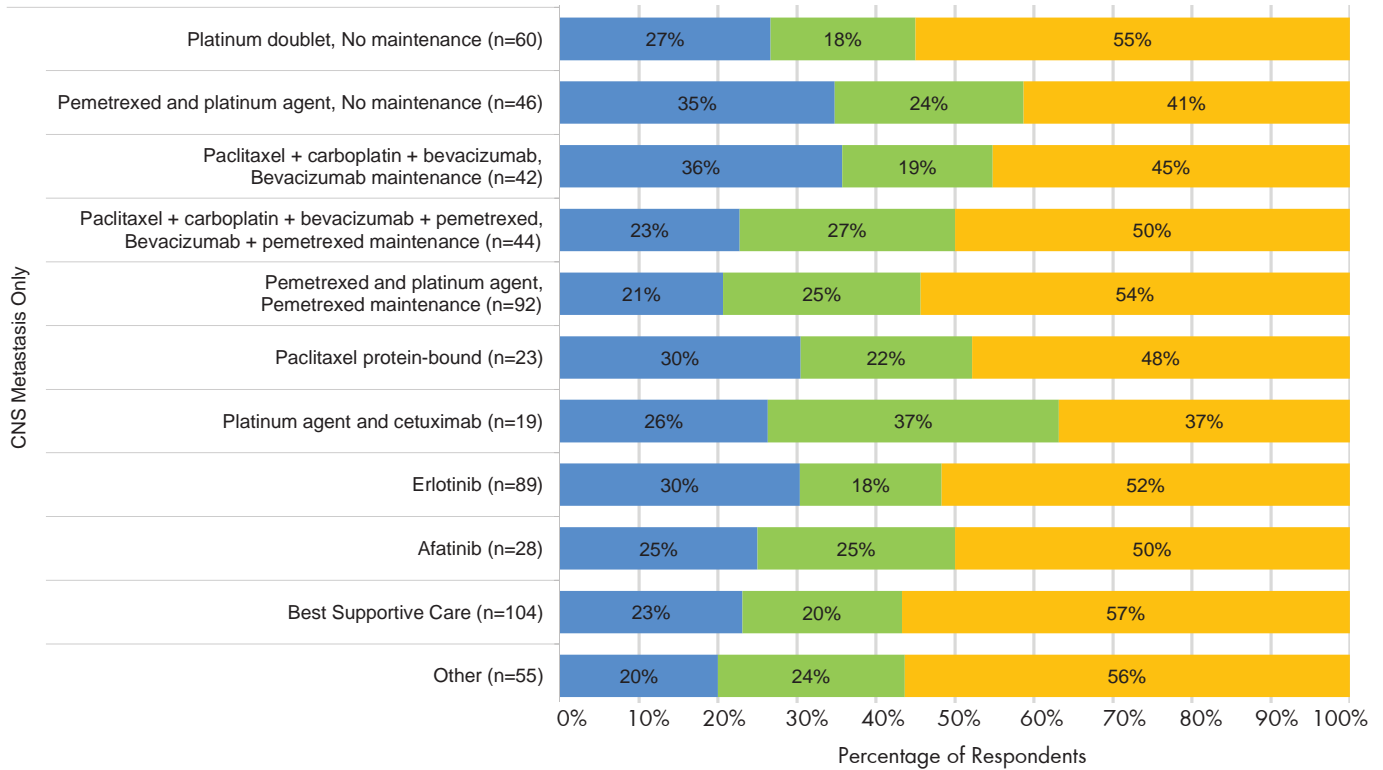
Continued on page 27

**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Practice Size**



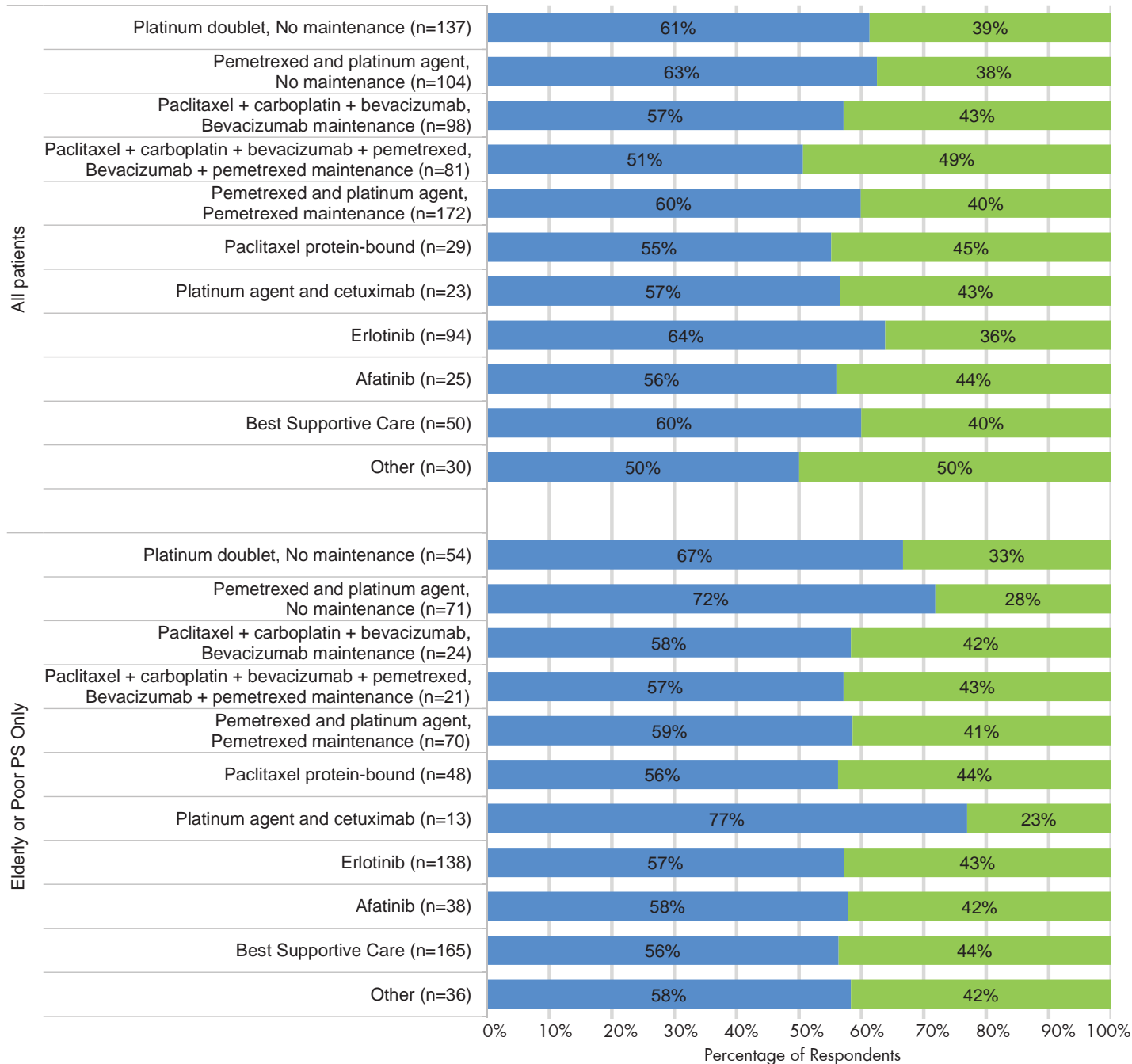
Continued from page 26



**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Practice Setting**

■ Academic Setting  
■ Community Setting



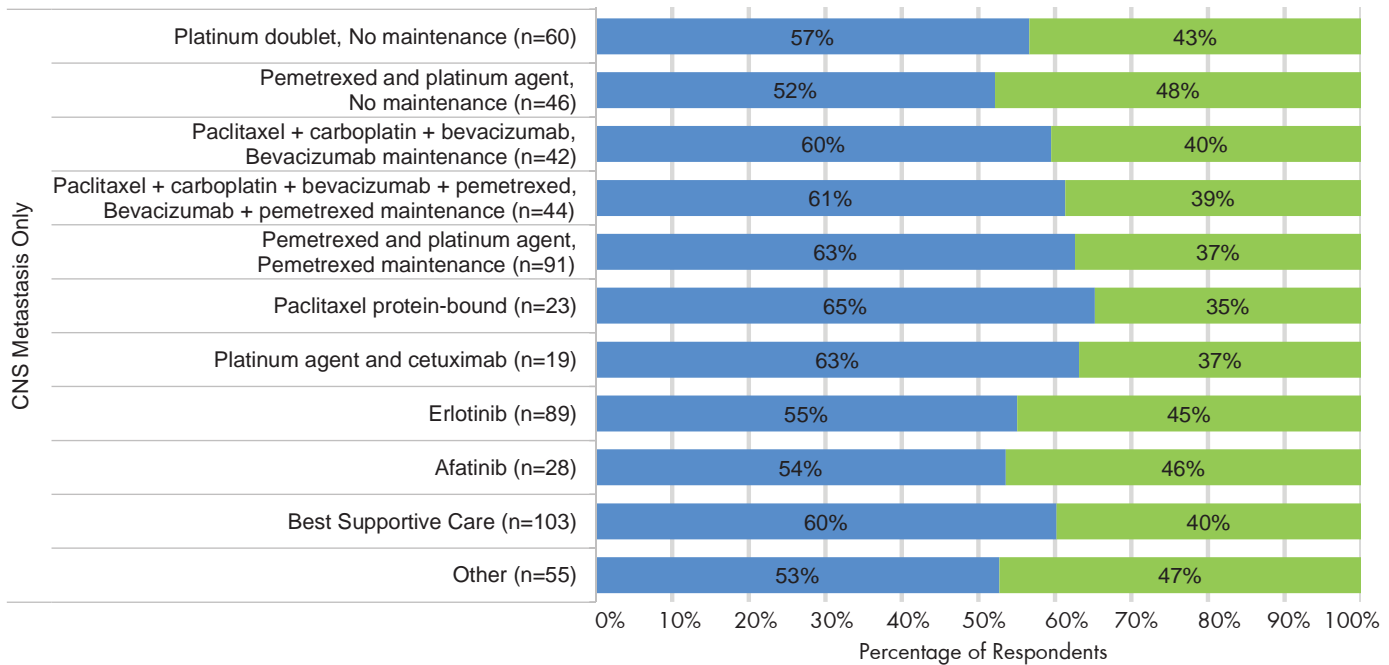
Continued on page 29

**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Practice Setting**

■ Academic Setting  
■ Community Setting

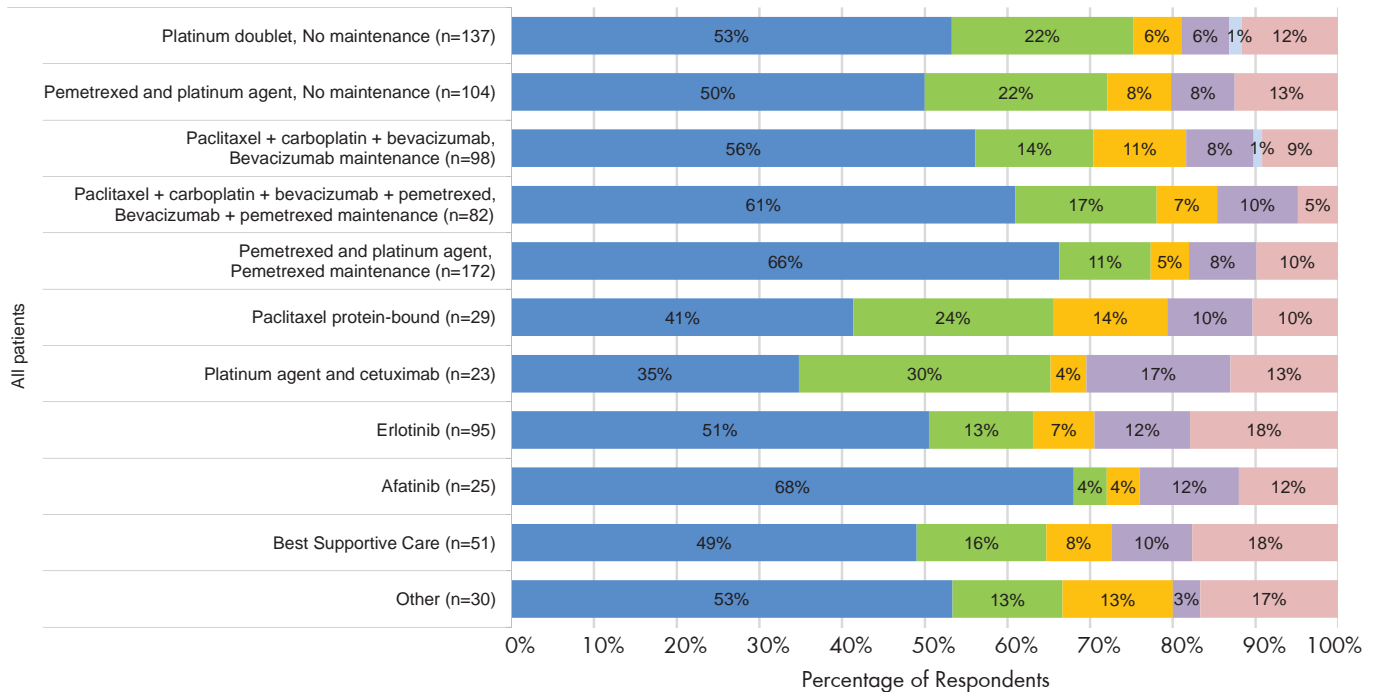
Continued from page 28



**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Specialty**

- Medical Oncology
- Radiation Oncology
- Surgical Oncology
- Internal Medicine
- General Surgery
- Other



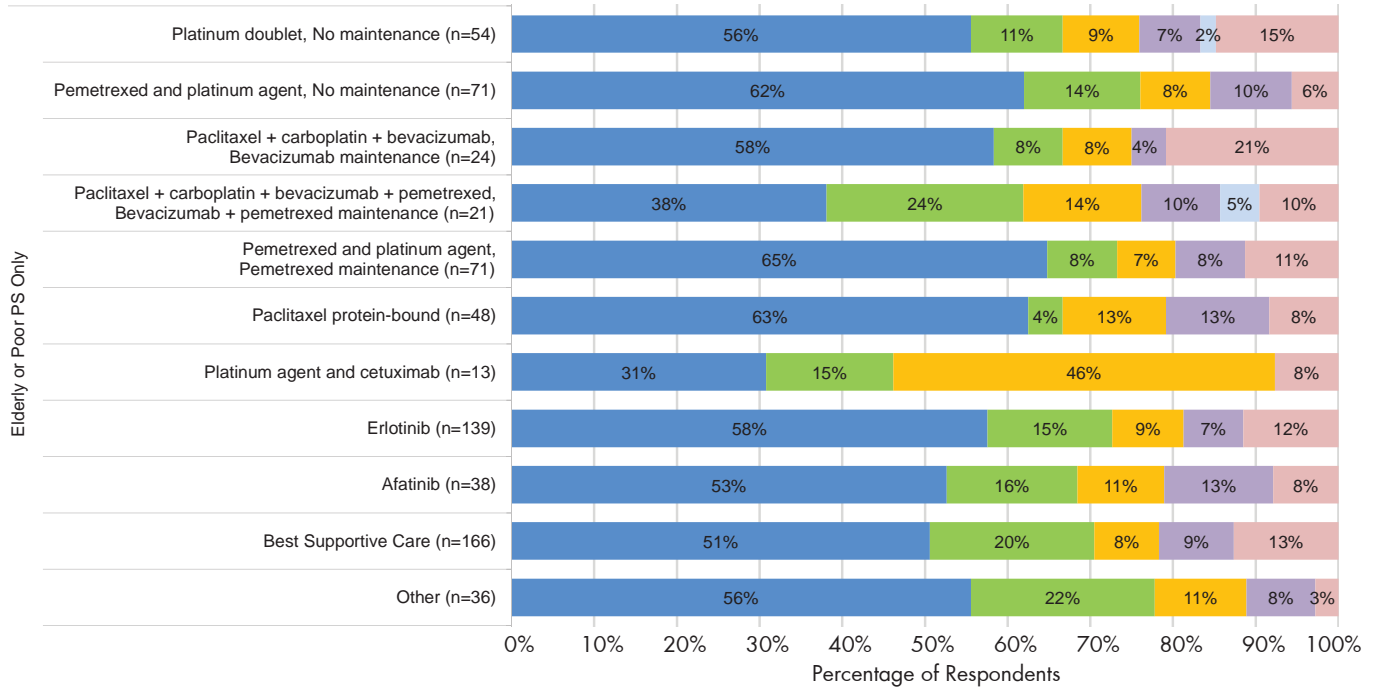
Continued on page 31

**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Specialty**



Continued from page 30



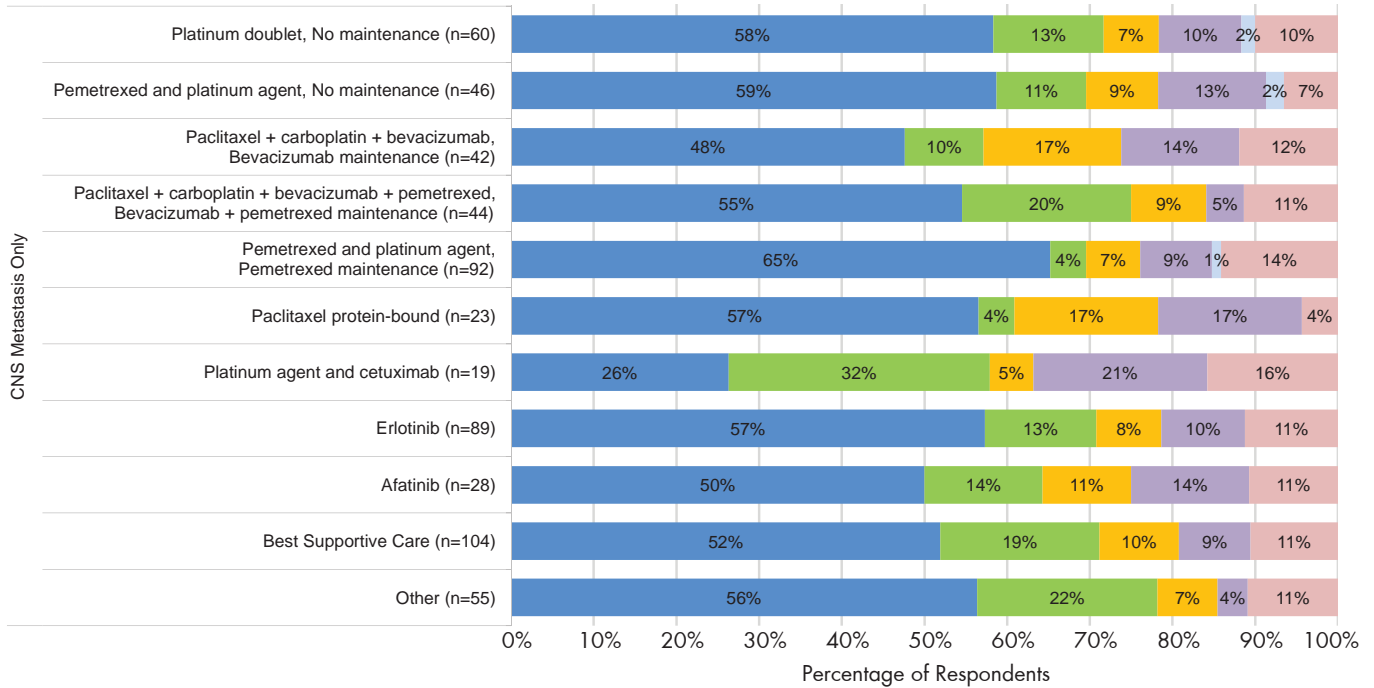
Continued on page 32

**Q4. Select your preferred front line regimens for treating patients with non-squamous NSCLC. (Please select all that apply)**

**By Specialty**

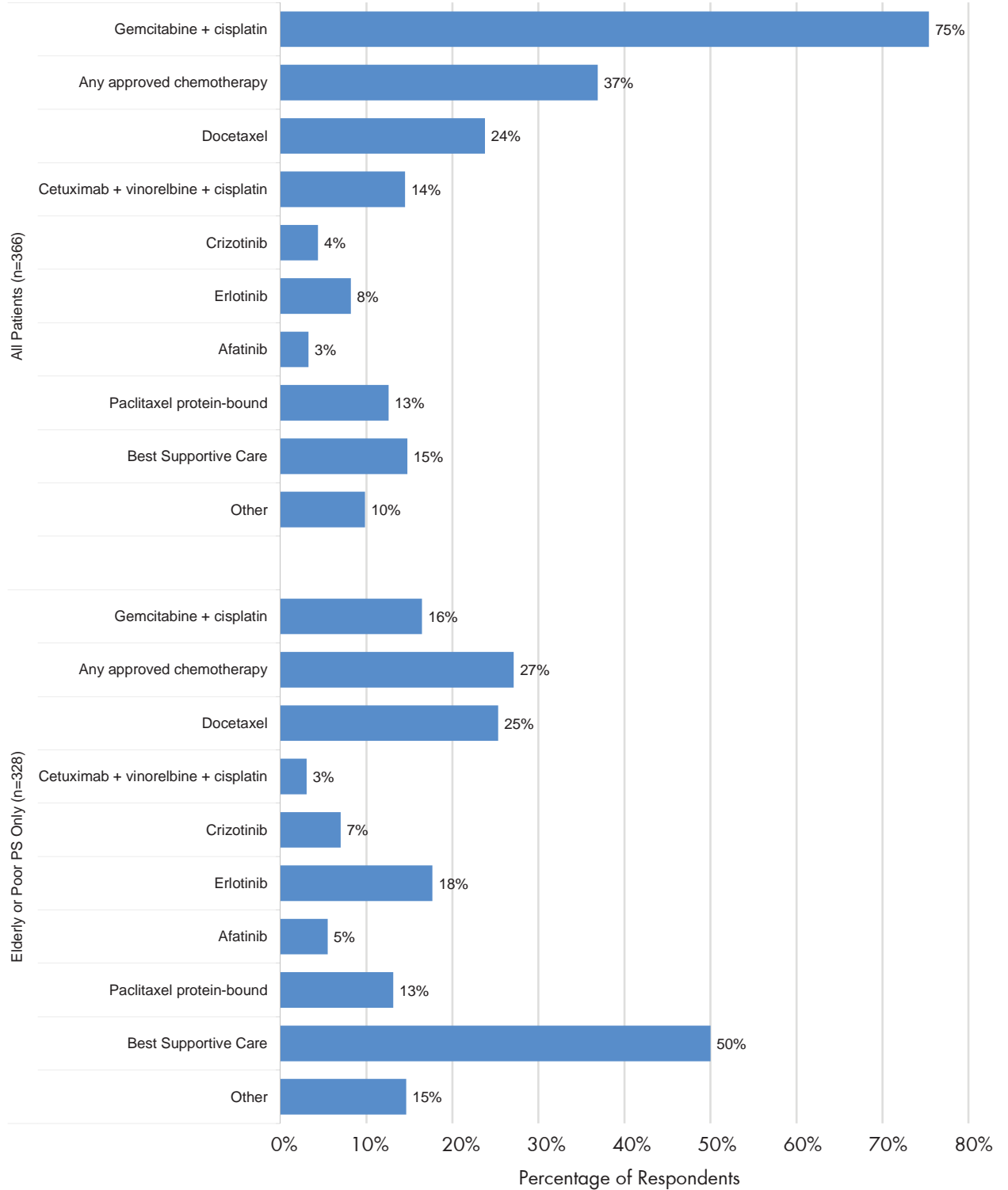


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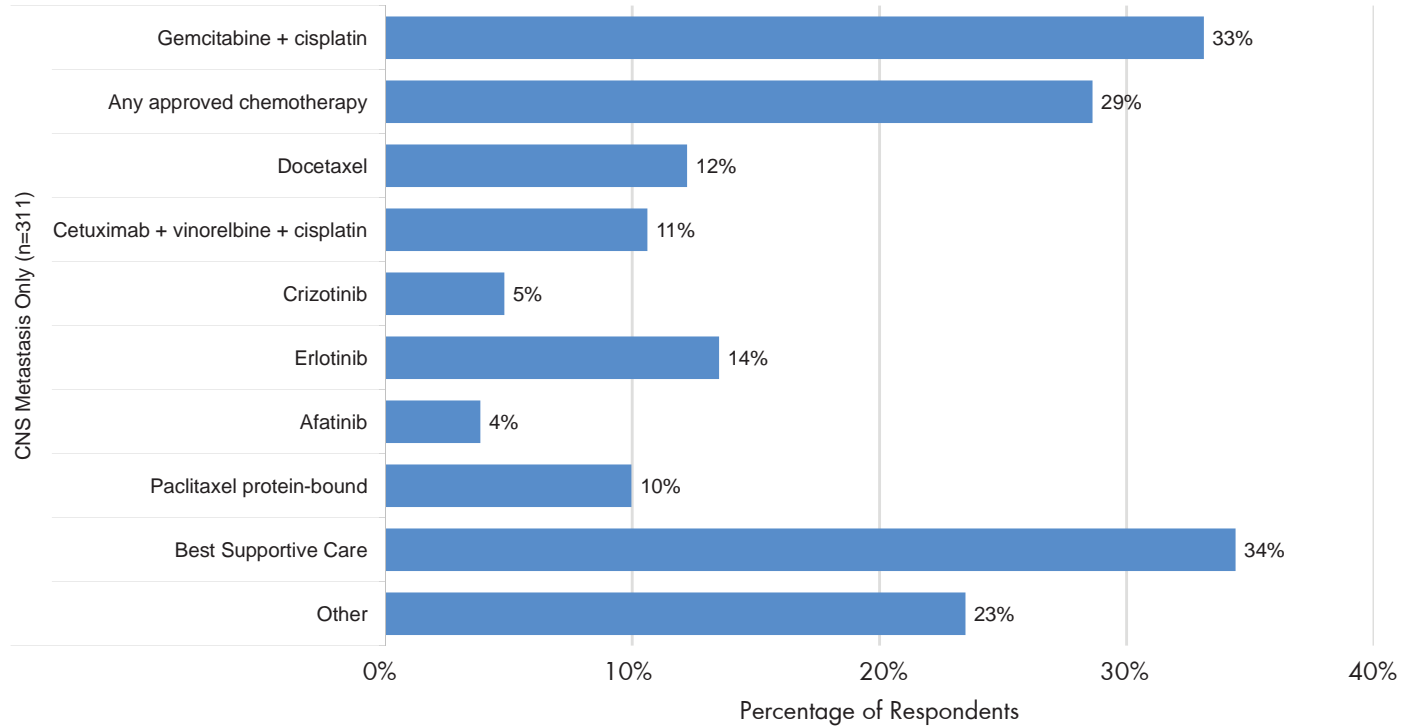
**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**



Continued on page 34

**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

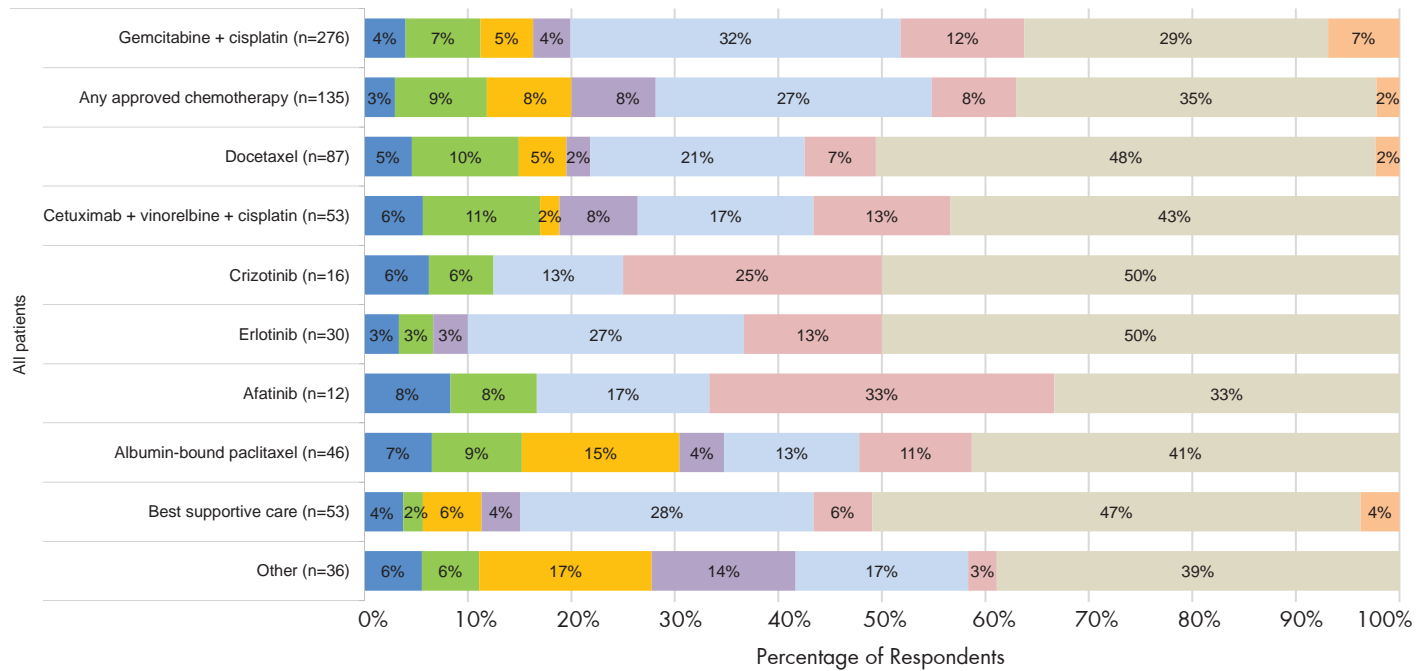
Continued from page 33



**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

**By Geography**

- US Midwest
- US Northeast
- US South
- US West
- Europe
- Latin America
- Asia
- Other Non-US



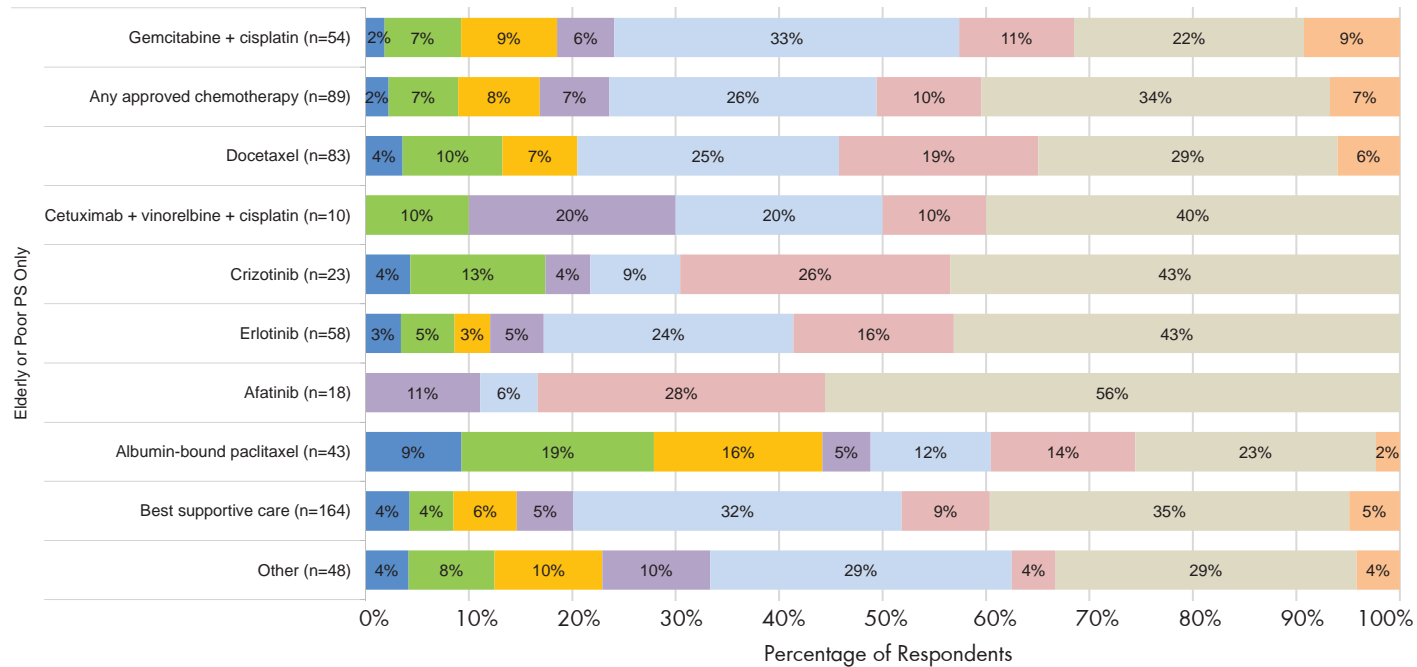
Continued on page 36

**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

**By Geography**

- US Midwest
- US Northeast
- US South
- US West
- Europe
- Latin America
- Asia
- Other Non-US

Continued from page 35



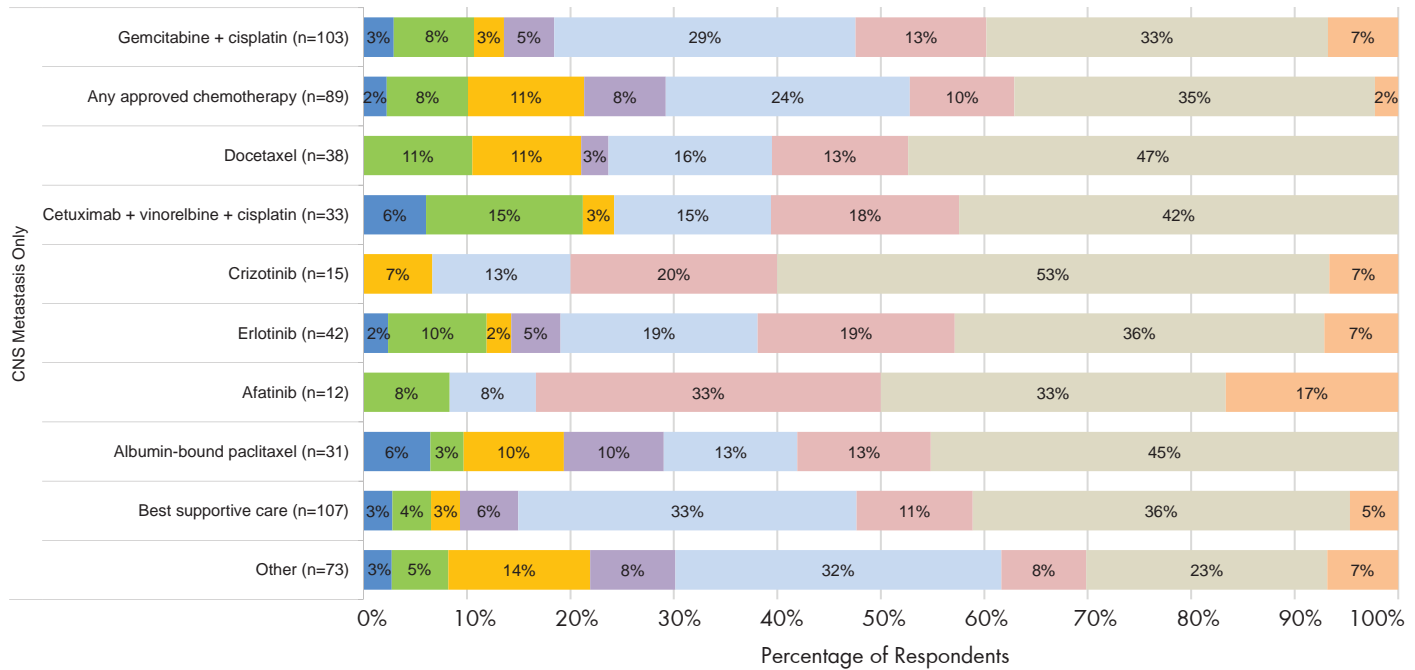
Continued on page 37

**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

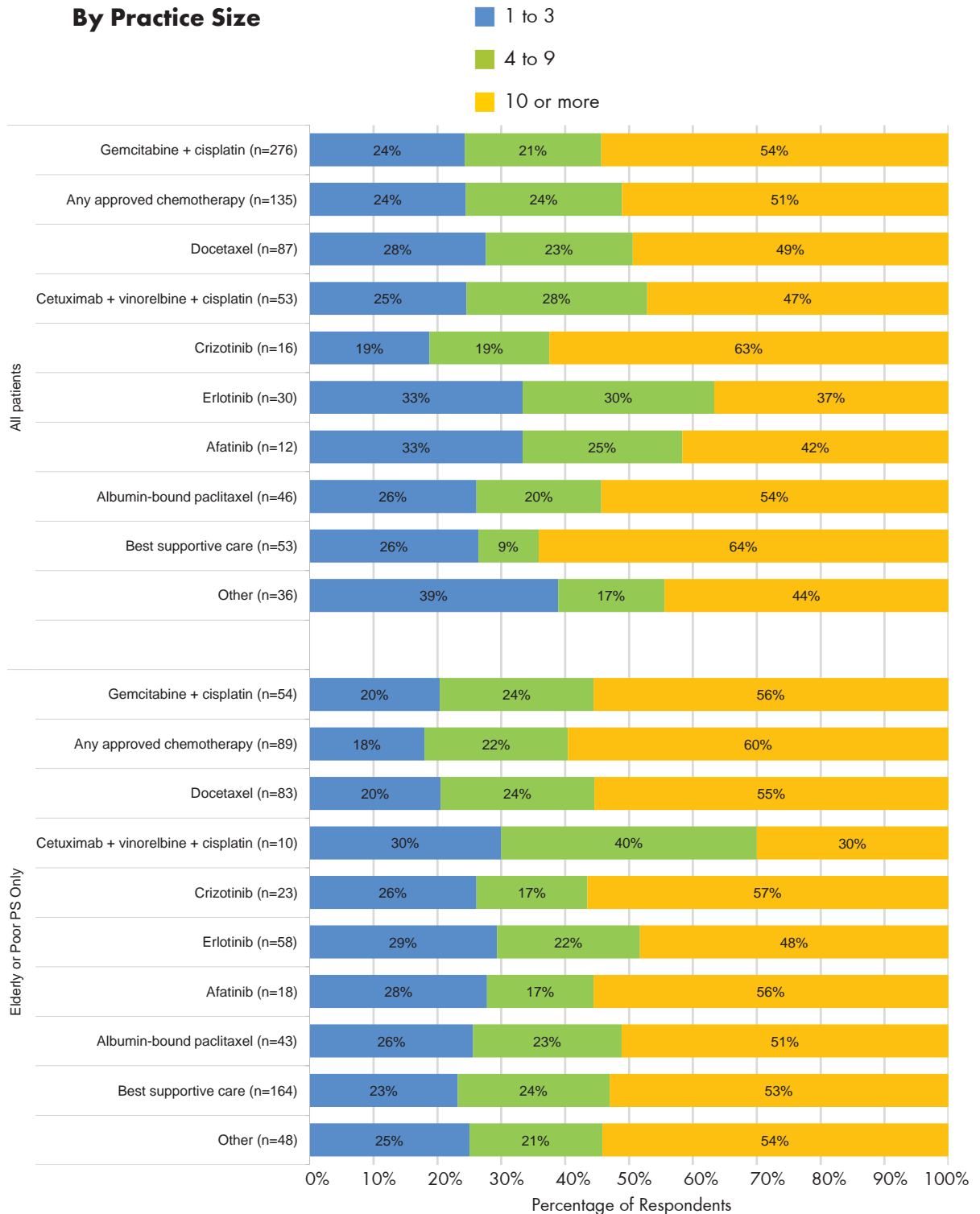
**By Geography**

- US Midwest
- US Northeast
- US South
- US West
- Europe
- Latin America
- Asia
- Other Non-US

Continued from page 36



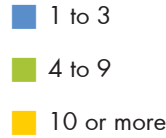
**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**



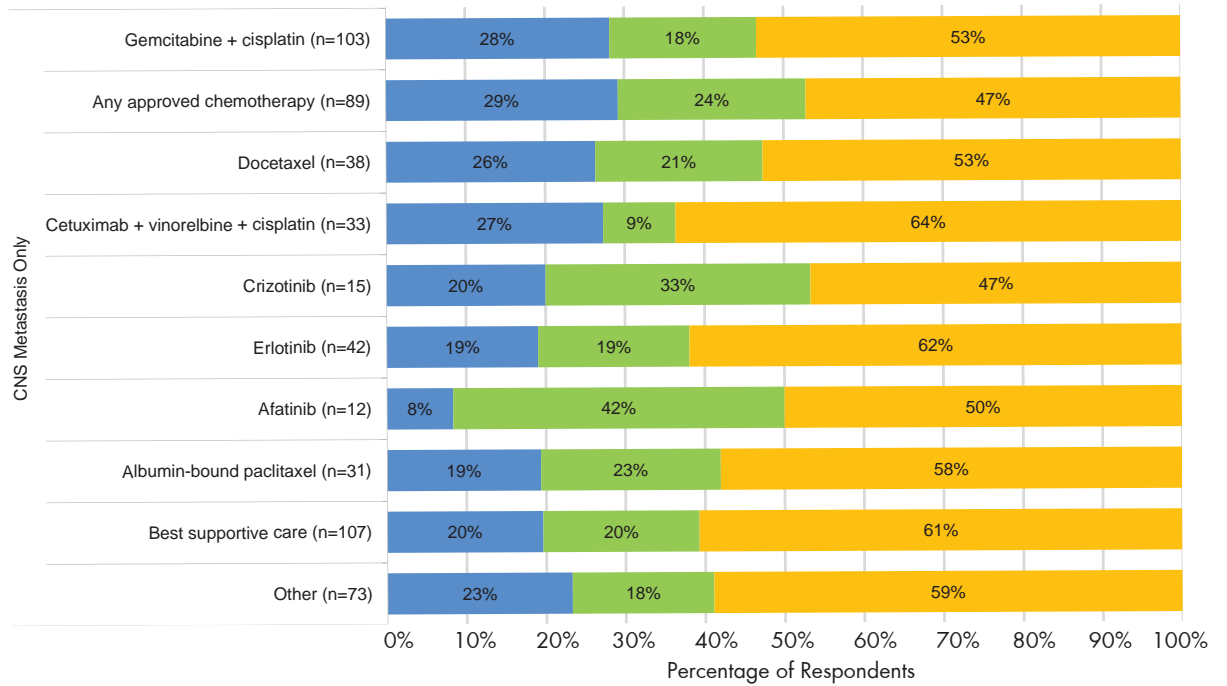
Continued on page 39

**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

**By Practice Size**



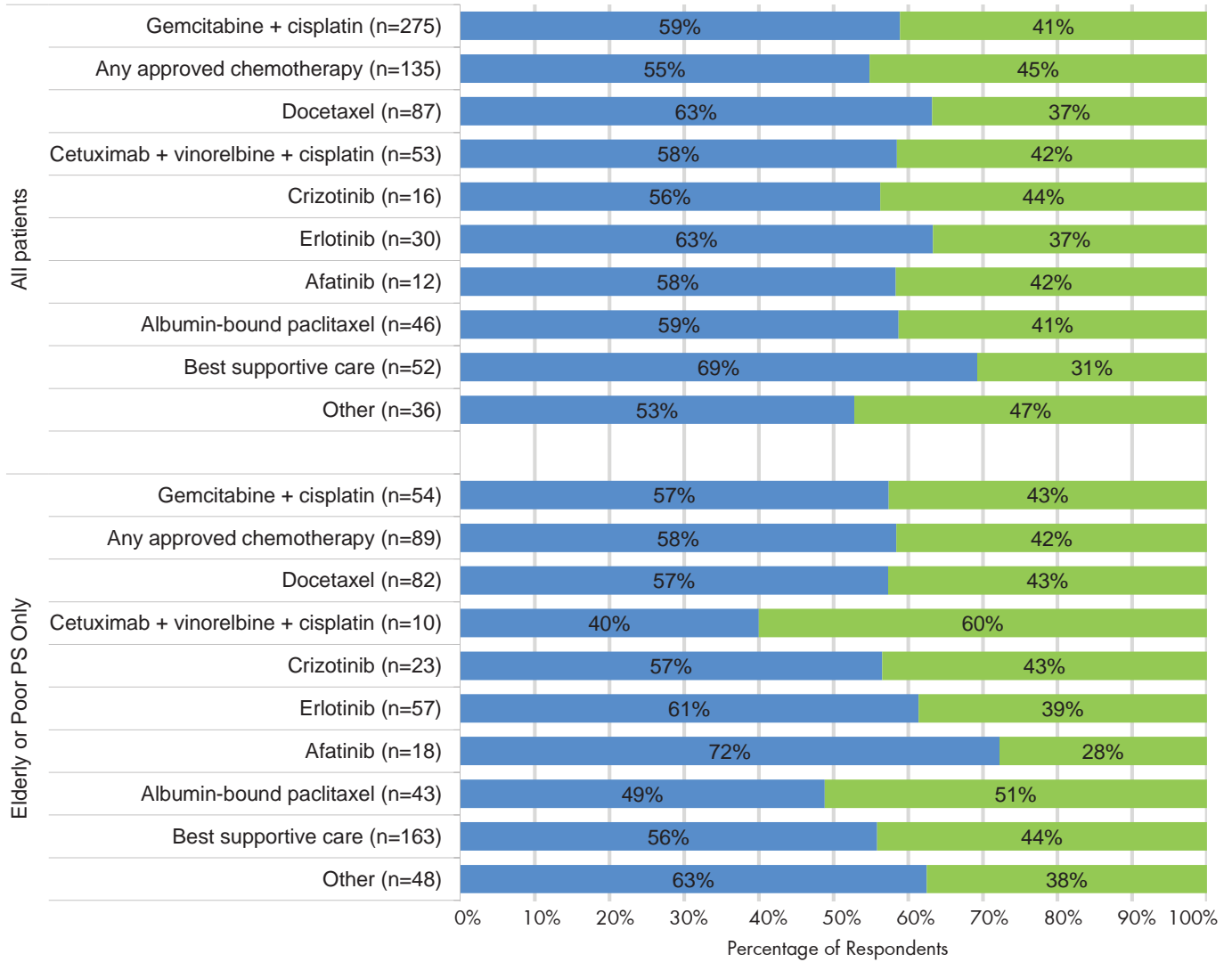
Continued from page 38



**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

**By Practice Setting**

■ Academic Setting  
■ Community Setting



Continued on page 41

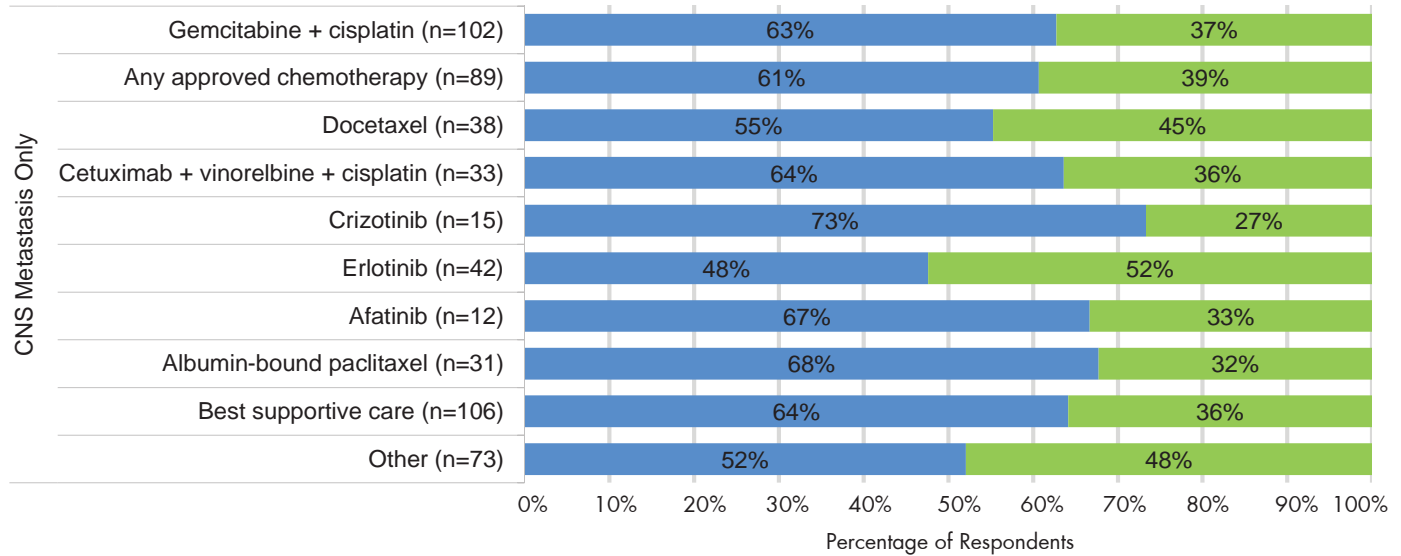


**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

**By Practice Setting**

■ Academic Setting  
■ Community Setting

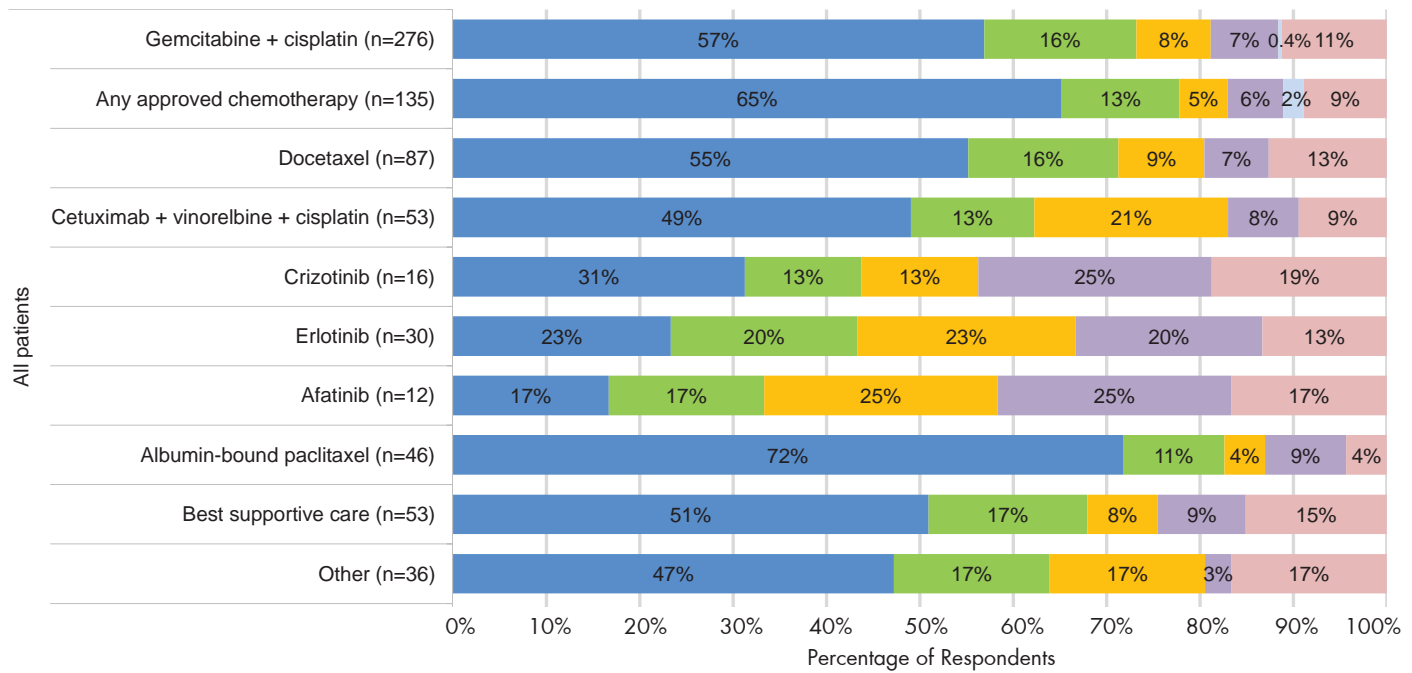
Continued from page 40



**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

**By Specialty**

- Medical Oncology
- Radiation Oncology
- Surgical Oncology
- Internal Medicine
- General Surgery
- Other



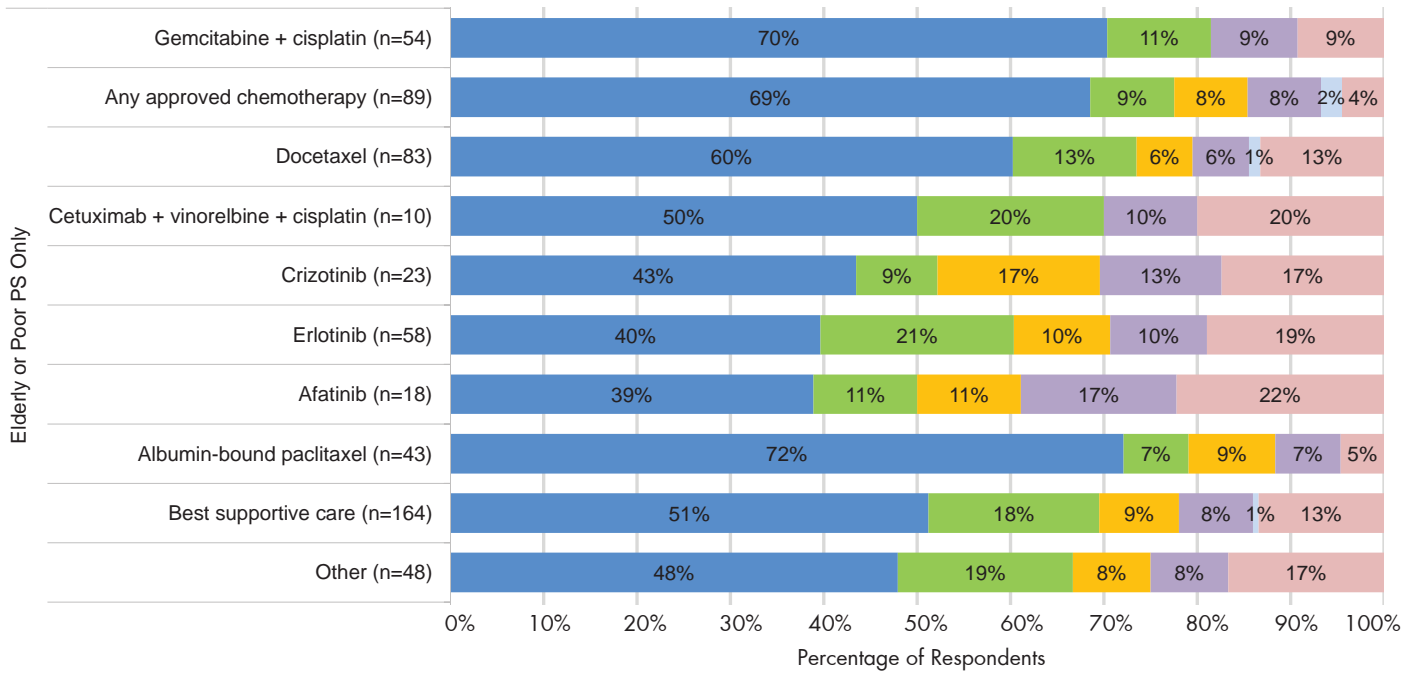
Continued on page 43

**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

**By Specialty**

- Medical Oncology
- Radiation Oncology
- Surgical Oncology
- Internal Medicine
- General Surgery
- Other

Continued from page 42



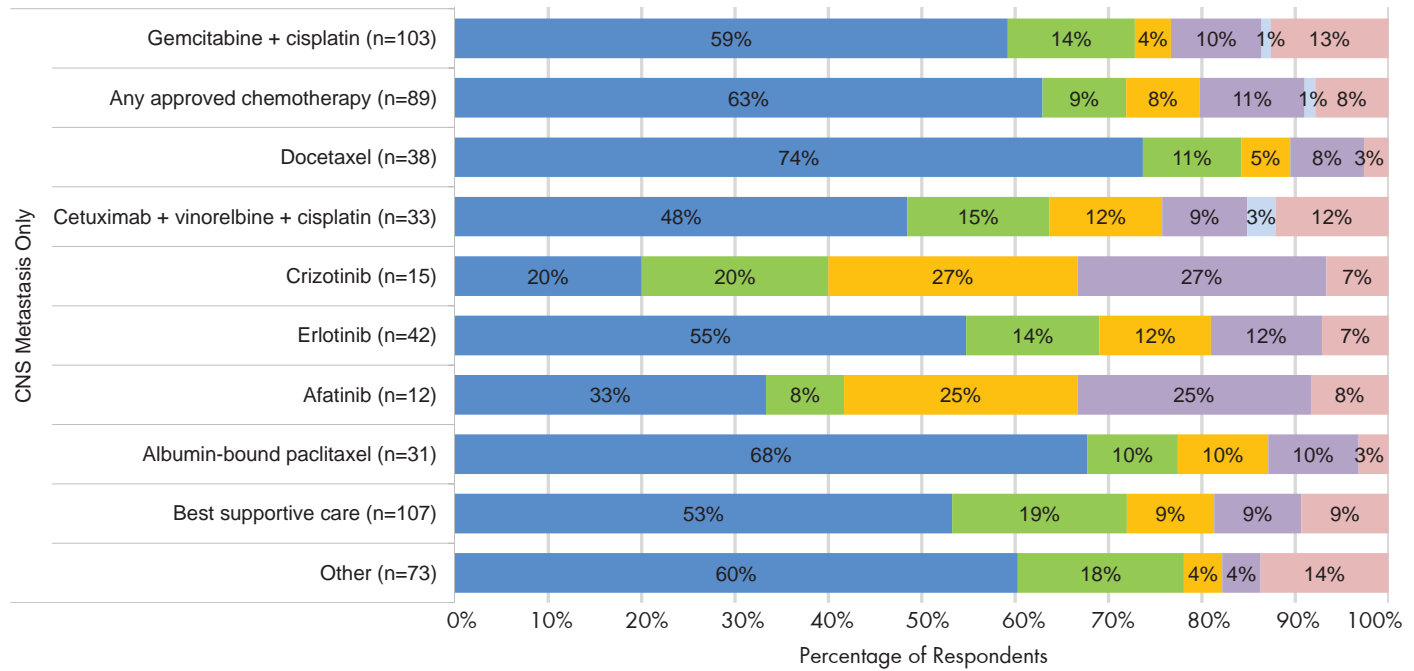
Continued on page 44

**Q5. Select your preferred front line regimens for treating patients with squamous NSCLC. (Please select all that apply)**

**By Specialty**

- Medical Oncology
- Radiation Oncology
- Surgical Oncology
- Internal Medicine
- General Surgery
- Other

Continued from page 43



**NCCN Trends™** is an analytics tool from the National Comprehensive Cancer Network® (NCCN®) that surveys how clinicians across the U.S. and around the globe are delivering cancer care. NCCN Trends™ surveys are designed to reach targeted populations that can include several thousand clinicians as a potential sample size. NCCN can also provide analytics on existing NCCN Trends™ and clinician demographic data sets, allowing for greater insight into oncology practice patterns.

To commission an **NCCN Trends™** survey, to discuss analytic and data services, or to request information on other NCCN programs and resources, please contact:

**Christine MacCracken, MSHEd, BSN**  
**Senior Director, Business Insights**  
**215.690.0557**  
[maccracken@nccn.org](mailto:maccracken@nccn.org)

## National Comprehensive Cancer Network® (NCCN®)

The National Comprehensive Cancer Network® (NCCN®), a not-for-profit alliance of 23 of the world's leading cancer centers, is dedicated to improving the quality, effectiveness, and efficiency of care provided to patients with cancer. Through the leadership and expertise of clinical professionals at NCCN Member Institutions, NCCN develops resources that present valuable information to the numerous stakeholders in the health care delivery system. As the arbiter of high-quality cancer care, NCCN promotes the importance of continuous quality improvement and recognizes the significance of creating clinical practice guidelines appropriate for use by patients, clinicians, and other health care decision-makers. The primary goal of all NCCN initiatives is to improve the quality, effectiveness, and efficiency of oncology practice so patients can live better lives.



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Cancer  
Network®

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