

# GRADING, PAY AND CONDITIONS OF EMPLOYMENT

THE ASSOCIATION OF CHARTERED  
PHYSIOTHERAPISTS IN  
OCCUPATIONAL HEALTH  
AND ERGONOMICS  
GRADING, PAY AND CONDITIONS  
OF EMPLOYMENT **2016**

ACPOHE  
PHYSIOSFORWORKANDHEALTH

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**Table 1**

ACPOHE pay grades up to 2012	ACPOHE pay grades from 2013
Grade A (Clinical Physiotherapist)	Clinical Physiotherapist
Grade B (Clinical Physiotherapist)	Occupational Health Physiotherapist
Grade C (Occupational Health Physiotherapist ESP)	Specialist/Advanced Occupational Health Physiotherapist
Grade D (Occupational Health Physiotherapy Manager ESP)	Occupational Health Physiotherapist Manager/Consultant
Grade E (Consultant Occupational Health Physiotherapist ESP)	Occupational Health Physiotherapist Manager/Consultant

## Introduction

ACPOHE is a professional network of the Chartered Society of Physiotherapy (CSP) concerned with the professional interests of physiotherapists working in occupational health and ergonomics.

One priority of ACPOHE is to recommend minimum terms and conditions of employment of its members working in occupational health or ergonomics, be they working on a full or part-time basis. ACPOHE also gives guidance to those members who are self-employed. A review of this document is undertaken annually in conjunction with the CSP. Changes take effect from 1 April each year.

## 1 Grading structure

The following grading definitions are intended to provide the basis for determining the most appropriate pay scale for a physiotherapist working in occupational health and/or ergonomics. It is important to note that the grades defined (and role descriptors) relate to the responsibilities and influence of the role and not necessarily to the competency of the post holder. The post holder (and employer) should seek to ensure that competencies match the grade before or within a reasonable period of commencement of employment.

Alternatively, an OH physiotherapist may have competencies beyond the role for which they are employed (overqualified), in these cases payment is likely to be based on the role rather than their expertise. ACPOHE has adopted the Competency Framework (CF) which is supported by the Council for Work and Health and developed in conjunction with the Chartered Society of Physiotherapy. The full

document is available on the ACPOHE website and can be compared with the requirements of a role. Competencies in the framework are graded in an ascending scale from A up to D.

To avoid confusion with the Competency Framework, the role grades in the pay and grading document were renamed in 2013 in Table 1.

Former grades D and E were amalgamated so a wider pay scale reflects this new combination. All physiotherapists in grades above the new Clinical Physiotherapist grade, which have competencies of B or higher in the Competency Framework, are recommended to seek registered membership of ACPOHE.

### 1.1 Minimum requirements

Physiotherapists in all grades must be full members of the Chartered Society of Physiotherapy and have had a period of broadly-based post qualification experience, in particular demonstrating competency in the assessment

and treatment of musculoskeletal conditions. They should recognise the particular requirements, implications and responsibilities of working in an occupational health and/or commercial environment and must comply with the CSP 2012 Quality Assurance Standards.

In accordance with the HCPC Standards of Proficiency – Physiotherapists (2013), physiotherapists who consider occupational health to be within their scope of practice, should have appropriate training and experience. It is also a requirement under the Health Professional Regulations (April 2002) for any physiotherapist working as an occupational health physiotherapist to either have appropriate competency and experience and/or a commitment to address any gaps in personal scope of practice.

It is the considered opinion of ACPOHE that occupational health is not the ideal arena for newly graduated physiotherapists, partly because appropriate training is generally not included in undergraduate courses. However, it is

recognised that the influences of the employment market may result in new graduates seeking employment outside formerly advised routes. Any new graduate employed within occupational health should work within their scope of practice (primarily in a clinical role) and must have appropriate mentoring, supervision and support. Salary should be aligned with AfC Band 5.

Guidance on pay, grading and conditions of service for new graduates are not covered in this document.

## 1.2 Grading considerations

There is considerable diversity in the roles of physiotherapists working in the occupational setting. Some provide a clinical out-patient service which happens to be situated in a work environment while others are fully integrated into an occupational health service and are at the forefront of developing this field of physiotherapy in a range of functions. Grades within the ACPOHE structure are differentiated on the basis of the following principles:

- The extent of management received and undertaken.
- The knowledge, experience and appropriate qualifications acquired.
- The extent of contribution to health education/promotion activities.
- The extent of responsibility for advising on fitness for work and work modification, following absence or injury.
- The extent of responsibility for advising on workplace ergonomics, job design and health and safety training.
- The extent of advising on company-wide occupational health policies and protocols.
- The extent of influence on company expenditure.
- The autonomy and responsibility within the employing organisation.

## 1.3 Grading criteria Clinical Physiotherapist

- Working under the management of a more senior physiotherapist, preferably within the same department or building, or if based in a remote location, should have ready access to line manager by phone at all times.

- Concerned with clinical treatment, but rarely assesses fitness for work.
- Infrequent role in health education and promotion.
- Minimum experience – some relevant postgraduate clinical experience recommended.

## Occupational Health Physiotherapist

- Working independently as the only physiotherapist in the organisation, or not directly managed by another physiotherapist, or managed by an Occupational Health Physiotherapy Manager but provides a specialist service in the following areas.
- Concerned with providing a clinical service, including assessment of patients' fitness for work.
- Occasional contributions to health education and promotion, as appropriate.
- May conduct simple workplace assessments for individuals.
- Likely to be responsible for maintaining and ordering physiotherapy stocks and equipment.
- Significant clinical experience

required – significant relevant postgraduate clinical experience recommended.

## Specialist/Advanced Occupational Health Physiotherapist

- Works independently or as part of a team to develop/provide a clinical service in the context of occupational health.
- Regularly contributes to health education/promotion programmes.
- Regularly involved in workplace ergonomics and job design, likely to affect the expenditure of other departments within the company on a small scale.
- Responsible for return to work (RTW)/sickness absence assessments and planning graduated return to work for employees.
- May also contribute to the content and/or the delivery of training on manual handling, DSE and associated subjects.
- Significant postgraduate clinical experience recommended and suitable OH/Ergonomics qualifications.

### Occupational Health Physiotherapy Manager/ Consultant

(The term consultant refers to professional status and not contractual status)

- Fulfils all criteria required for Specialist/Advanced Occupational Health Physiotherapist in the competency framework.
- Is either in charge of one or more physiotherapists working within an organisation, or responsible for the administration of physiotherapy units/services throughout an organisation.
- Involved in planning and implementation of occupational health programmes, strategies and research protocols in conjunction with other health professionals and management.
- Gives company-wide advice on selection of suitable ergonomic equipment (seating, workstations, lifting aids, etc), therefore having significant effect on company expenditure.
- Contributes to related policies across an organisation.

- Expert in occupational health physiotherapy practice and is recognised as making a distinguished contribution to OH physiotherapy, providing expert advice within and external to the organisation.
- Acts as a clinical lead for specialist OH service.
- Dependent on local service requirements, there will be emphasis on one or more of the other supporting functions of a physiotherapist operating at this level, ie service and practice development, education and professional development, research and evaluation, professional leadership.
- Occupational health/ergonomics qualification essential – extensive relevant postgraduate experience.

## 2 Salary scales

Salary scales are based on other relevant pay scales, both in the private and public sectors and the overall economic market. ACPOHE wishes to ensure that members keep pace with other physiotherapy colleagues but also recognise the need to look at the employment market in which members may be situated.

It is often appropriate to negotiate above the minimum recommended rates. For example, where evaluation of the job description, knowledge, experience, budget and impact on business are comparable with other professionals within the same organisation. The minimum scales assume that starting pay for a new employee will depend on experience and qualifications. Movement along the range may be determined by job/performance appraisal.

## 2.1 Rationale for ACPOHE pay scheme increase 2016

ACPOHE pay recommendations are reached after assessing pay settlements for public and private sector employment. Inflationary predictions and financial indicators within the general economy are also considered.

In the year to December 2015, earnings growth for the whole economy (excluding bonuses) was 2.1%. According to the Average Weekly Earnings data published by the Office for National Statistics, average earnings in the services sector

was 1.7% and in the private sector, as a whole, was 2.2%.

The government has accepted the NHS Pay Review Body recommendation of a 1% increase for April 2016, across the United Kingdom. Data published by the Office for National Statistics show that average earnings growth was 1.7% in the services sector and within the private sector was 2.2%.

The rate of inflation, as measured by the Retail Prices Index (RPI) was 1.3% in February 2016 while the Consumer Price Index (CPI) rose by 0.3% in the year to April 2016. The Confederation of British Industry predicts that inflation will peak at 1.9% in the final quarter of 2016.

ACPOHE members work in a wide range of employment sectors including the NHS, other public sector organisations, private industry and services as well as independent practice. A unified approach must be tempered with consideration of the needs of all members. ACPOHE has agreed a 1.5% rise across all grades for 2016/17.

## 2.2 2016 salary scales

The following scales, which are the **minimum** expected rates for physiotherapists employed in occupational health and working a 36 hour week, are effective from 1 April 2016 on a national basis. Where a normal full time working week is greater or less than 36 hours, the salary should be adjusted to compensate the hours required which the employer defines as full time.

Where “in-house” or NHS weighting applies in London and other specified geographical areas corresponding additions should be made to ACPOHE scales. Where there are no “in-house” arrangements, current London weighting should be applied. The provision of these minimum rates should not prevent negotiation for additional enhancement or bonuses where this is normal practice. If market rates in the local area or employment sector are significantly higher, negotiation above the minimum rates is encouraged.

The following scales represent the increase of 1.5% at all grades for 2016. The

Grade	Point 1	Point 2	Point 3	Point 4	Point 5	Point 6
Clinical Physio	30,485	31,560	32,595	33,715	34,755	35,865
OH Physio	35,010	36,245	37,480	38,720	39,955	41,185
Specialist/Adv OH Physio	39,715	41,175	42,580	43,980	45,385	46,790
OH Physio Manager/ Consultant	43,540	45,075	47,680	48,145	49,680	53,135

Grade	Point 7	Point 8	Point 9
OH Physio Manager/ Consultant (cont.)	54,250	55,615	56,975

amalgamation of the former Grades D and E in 2013 resulted in the removal of the lower three points on the former E grade as these overlapped with the former D grade. Members in this position should not be disadvantaged in their progression through the increments; however, local negotiation may be required to plan their route to alignment with Point 6 on their new grade level.

### 3 Part-time employment

Part-time employees (less than 36 hours a week) must be eligible to participate in all

benefits, including pension, bonus and sick pay arrangements.

A part-time employee should not be treated less favourably than comparable full-time workers as regards the terms of their contract unless the employer can justify such less favourable treatment on wholly objective grounds. Pay calculations should be made on a pro-rata basis at the corresponding point on the pay scale for a normal 36 hour working week (or adjusted figure where full-time hours are greater or less than 36 hours a week).

### 4 Temporary/ fixed-term/agency employment

Physiotherapists employed through an agency or on a temporary or fixed-term contract should refer to the appropriate employment Regulations for guidance on entitlements to equal treatment.

ACPOHE therefore recommends a percentage enhancement above the established point on the corresponding ACPOHE scale, in order to reflect non-participation in benefits, normally afforded to permanent employees.

### 5 Self employment

Many physiotherapists are self-employed rather than an

employee and sign a contract of service with customers or intermediate bodies rather than a contract of employment. In these cases, advice on self-employed status should be sought from the Inland Revenue to ensure that self employment is recognized for tax and national insurance.

Where a physiotherapist is paid on a self-employed basis, rates of pay to the individual should reflect those outlined above left. Some employers may choose to meet the requirements for the services of an occupational health physiotherapist by contracting them out on a self-employed basis.

For physiotherapists, each contract may represent only a small portion of their work. Such contracts normally exclude features such as paid holidays, employer's pension fund, National Insurance contributions and paid sick leave, as well as payment for training and various forms of employment protection, such as unfair dismissal provisions and redundancy pay. It is therefore recommended that the fees charged must reflect both the

absence of benefits, which are available to an employee, and the overhead cost of running a business, where appropriate. The value of these elements will vary from employer to employer, but most employers include a substantial "employment add-on cost" in their budgets. A percentage should be included in the hourly or sessional rates to reflect the risk placed on physiotherapists working without the security that an employee would have. Add-on costs may also include some or all of the following examples: room rental, supply of equipment, travel costs (mileage/time) CPD and insurance.

### 6 Other terms and conditions

Occupational health physiotherapists should be accorded professional status within the organisation in line with that of correspondingly graded staff, or those undertaking duties of equal value, and receive such benefits as status justifies.

All other terms and conditions should be no less favourable than for other

comparably graded staff within the organisation. This may include:

- Hours of work
- Overtime
- Holidays – normally a minimum of five weeks for full-time staff plus statutory and national holidays
- Sickness absence and payment
- Pensions – participation in employer's scheme on equal terms or option to make alternative arrangements
- Allowances – such as "in-house" weighting, London weighting and laundry
- Training and development
- Travel and mileage rates
- Bonus arrangements

## Useful references

### References available on the CSP website:

Quality Assurance Standards for physiotherapy service delivery (2012)

CSP Physiotherapy Framework (updated 2013)

Scope of Practice – CSP online question tool

### Reference available on the HCPC website:

Standards of Proficiency - Physiotherapists (2013)

### Documents also available from ACPOHE website:

Guidance for Practice

Scope of Practice Information for Physiotherapists Working in Occupational Health and Ergonomics

Occupational Health Competency Framework, Physiotherapists Version

### Other sources:

Fixed-term Employees (Prevention of Less Favourable Treatment) Regulations 2002

Part-time Workers (Prevention of Less Favourable Treatment) Regulations 2000 (SI 2000/1551)

Directive on Part-time Work (97/81/EC)

Agency Workers Regulation 2010 [www.legislation.gov.uk/ukxi/2010/93/contents/made](http://www.legislation.gov.uk/ukxi/2010/93/contents/made)

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