

**SISFFIT001 Provide health screening
and fitness orientation**

**SISFFIT006 Conduct fitness
appraisals**

**SISXCCS001 Provide
quality service**



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ASSESSMENT FOR SISFFIT001, SISFFIT006 & SISXCCS001

Student name	
Date of assessment submission	Click here to enter a date.
Trainer/Assessor's name	
Date of assessment marking	Click here to enter a date.
Outcome for units	☐ Competent ☐ Not Yet Competent

TASK INSTRUCTIONS

- The assessment for these units of competency consists of the following:
 - **Quiz:** You are required to complete a series of multiple choice questions to demonstrate your knowledge and skills.
 - **Short answer activities:** You are required to provide short written responses to a series of activities to demonstrate your knowledge and skills.
 - **Case studies:** You are required to provide written responses to a series of case study scenarios to demonstrate your knowledge and skills.
 - **Practical tasks:** You will be required to put your knowledge and skills into practice, through observed tasks and work experience.
- At times, you will be provided with a specific context to which you must respond, otherwise it is anticipated that you will use a scenario of your choosing to provide context to the task.

QUIZ

QUESTIONS	CORRECT
1. Services provided by a gym include which of the following? Select all that apply. ☒ Group exercise ☒ Lifestyle advice ☒ Healthy eating information	☐
2. Which of the following are benefits of fitness activities? Select all that apply. ☒ Improved stamina ☐ Decreased flexibility ☒ Decreased body fat	☐
3. 1RM is the... ☐ Maximal amount of distance a person can cover in one race ☒ Maximal amount of force that can be generated in one maximal contraction ☐ Minimal amount of energy expended in one repetition ☐ Maximal row movement created in one training session	☐
4. What is the suggested order of testing? ☐ Passive, Strenuous, Active ☐ Seated, Standing, Running ☒ Passive, Active, Strenuous ☐ Strenuous, Active Passive	☐
5. What is the optimal blood pressure rating? ☐ >140 / >90 ☐ 130-139 / 80-84 ☒ <120 / <80 ☐ 120-129 / <80	☐
6. What is VO₂ Max? ☐ The lowest amount of oxygen used in a three (3) minute period ☒ The greatest amount of oxygen the body can consume in one (1) minute ☐ The greatest amount of oxygen the body can consume in three (3) minutes ☐ The most accurate method of obtaining maximal oxygen consumption	☐

7. What is the 'seven state sit up test' an indicator of? ☒ Muscular strength ☐ Cardiovascular endurance ☐ Flexibility ☐ Muscular endurance	☐
8. What are WHR and bioelectrical impedance used to test? ☐ Body height ☐ Body function ☐ Muscular strength ☒ Body composition	☐
9. What does SMART stand for? ☐ Smart, Realistic, Accessible, Realistic, Time frame ☐ Specific, Meaningful, Alterable, Rewarding, Timely ☒ Specific, Measurable, Achievable, Rewarding, Timely ☐ Special, Measurable, Achievable, Rewarding, Timely	☐
10. What are the suggested steps in a client induction? ☒ Initial consultation, Fitness testing, Counselling ☐ Screening, Testing, Programming ☐ Client questioning, Client testing, Client consultation ☐ Counselling, Testing, Client conversation	☐

Outcome for Quiz	☐ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

SHORT ANSWER ACTIVITIES

ACTIVITY 1

Clients can show apprehension in the lead up to their first gym visit.

- What are some strategies you, as a trainer, could employ to make your client feel more comfortable on their initial gym visits?
- What barriers usually concern clients before they join a gym?
- How would you, as a trainer, alleviate these concerns?

Comfort strategies

Work closely with the client to ensure that their needs/concerns are addressed.

Client barriers

Previous embarrassment in a gym setting
Injuries
Time
Proximity to gym
Weather
Don't feel like it

Alleviating concerns

Previous embarrassment in a gym setting: Encourage them to bring a friend, offer private sessions, recommend off peak times

Injuries: Discuss ways to work around them, offer contacts to an Allied Health Professional (AHP)

Time: Short sessions, encourage them to walk when they normally drive

Proximity to gym: Come to them, meet in a park, online programming

Weather: Offer multiple locations, have contingencies in place for bad weather

Don't feel like it: Discuss the benefits and improvements that will come with exercise, discuss negative outcomes of avoiding sessions, find an exercise or sport they enjoy

Outcome for Activity 1

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

ACTIVITY 2

A pre-test screening is an essential part of any client consultation.

- a) Why is it important that clients undertake a pre-test screening prior to beginning any exercise program?
- b) How would you explain its purpose to a client?

Importance of pre-test screening

Pre exercise screening is vital as it gives the trainer an insight into previous exercise history, and medical and physical problems that could present. It also allows the trainer to get to know client with controlled questions that can lead to further questions to help develop rapport.

Explaining purpose to client

Clients need to know it is a method to keep people safe, and ensure they are able to provide programming that suits their needs and wants.

Outcome for Activity 2

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

ACTIVITY 3

A client can identify many different injury and illness concerns during a pre-exercise screening.

- Name four (4) commonly seen injuries and illnesses that may be identified in a screening.
- Identify the specific allied health professional (AHP) you would send your client to prior to commencing a new program.

Common injuries and illnesses

Osgood schlatters disease
Diabetes
High or low blood pressure
Asthma
Obesity
Joint problems
Osteo diseases

Allied health professional

Osgood schlatters disease: Physiotherapist

Diabetes: GP

High or low blood pressure: GP

Asthma: GP

Obesity: Nutritionist, dietician, GP

Joint problems: Physiotherapist

Osteo diseases: GP, physiotherapist

Outcome for Activity 3

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

ACTIVITY 4

Goal setting is an essential part of pre-exercise screening.

- a) Explain why goal setting plays an important role and the purpose it serves.
- b) Explain what the SMART acronym stands for.

Importance and purpose of goal setting

Goal setting gives the client a target and a focus point. Gives trainer direction of how to train the client to meet their needs and goals. Gives purpose to sessions and planning. Without goal setting the clients may start to ask what the point of training is, may cause them to lose motivation.

SMART meaning

Specific
Measurable
Achievable
Realistic/Rewarding
Timely/Time frame

Outcome for Activity 4

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

ACTIVITY 5

Clients can enter a gym believing many fallacies that have no scientific or health basis. What responses would you give a client who makes the following statements:

- a) I don't want to lift weights, as it will make me bulky!
- b) Everyone who has large muscle mass is on steroids!
- c) I don't need resistance training to lose weight!

	Response
a)	It is actually quite difficult to become bulky. A combination of diet and specific training could cause the person to become bulky, but that is only with a large input of food. Heavy weights and light weights all have high benefits to the body, the muscle growth to high levels is less likely than people realise.
b)	While it is possible that some people in the gym are using performance enhancing drugs, it is possible to have a large muscle mass with commitment to training and diet. The trainer should encourage the client to just worry about their own training, comparing to other people is risky, as you do not know their training levels and nutrition commitments.
c)	Resistance training is just as effective as any other form of training as it puts stress on the whole body. Resistance training has long term benefits in terms of bone density and also heavily effects the metabolic processes of the body. All people should be recommended to do a mix of cardio and resistance training as part of maintaining their health.

Outcome for Activity 5	☐ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

ACTIVITY 6

As a person gains exercise experience, their approach to training changes both physically and psychologically.

- a) Identify the stages of change.
- b) How does motivation vary according to this experience?

Stages of change

The person moves from not even considering a lifestyle change in the pre-contemplation phase. As they move into the contemplation phase they may not be making the changes yet, but they begin to think about starting, or it is recommended to them by a friend or medical professional. In the preparation phase the person is committed to starting, they may purchase exercise equipment, organise to work with a trainer, join a gym. In the action stage the person begins their changes. The exercise is not a full commitment yet and the person could still stop in this stage should they find a barrier. In the maintenance stage exercise is now a habit.

Variation of motivation

The person is highly motivated to keep exercise in their everyday life.

Outcome for Activity 6

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

ACTIVITY 7

What physiological changes can a person expect if they adhere to a suitable and effective resistance and cardio training program?

Physiological changes

Decrease in resting heart rate
Increase in bone density
Increase in muscle mass
Improved posture
Decrease blood pressure
Improved flexibility
Improved stroke volume

Outcome for Activity 7

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

ACTIVITY 8

Consider the role of promotions in providing a quality service:

- a) Identify two (2) gym promotions you have seen in your local area.
 - Discuss what made each promotion effective
- b) What legislation is in place to ensure the fairness of such promotions for potential gym clients?

PROMOTION 1

Describe promotion

Assessor's discretion

Promotion effectiveness

Assessor's discretion

PROMOTION 2

Describe promotion

Assessor's discretion

Promotion effectiveness

Assessor's discretion

Legislative protection

Assessor's discretion

Outcome for Activity 8

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

ACTIVITY 9

Identify two (2) different running tests you may use to establish a client's cardiovascular endurance and speed. Explain the differences between these tests.

Running test types

Beep test
Cooper 12 minute run test

Outcome for Activity 9

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

ACTIVITY 10

For each of the following conditions, identify one (1) training consideration:

- a) Asthma
- b) Children
- c) Continence issues
- d) Depression
- e) High cholesterol
- f) Hypertension
- g) Knee injuries
- h) Lower back pain
- i) Menopause
- j) Diabetes mellitus (metabolic disease/condition)
- k) Neck issues
- l) Obesity/overweight
- m) Older populations (or conditions associated with ageing process)
- n) Osteoporosis
- o) Pregnancy
- p) Pregnancy (pre and postnatal)
- q) Arthritic conditions (including rheumatoid arthritis and osteoarthritis)

	Response
a)	High intensity training that may leave the client feeling short of breath.
b)	Children of different age are in different development stages. The training program and activities have to be adjusted to their physical and mental abilities.
c)	People with continence issues such incontinence should not engage in too hard physical activity or jumping/ skipping. It can cause stress and might make the issue worse.
d)	Try to increase the energy levels at the end of a session rather than pushing to client to exhaustion. Try to program to give the client accomplishment and increase their self esteem.
e)	If someone has high cholesterol he should start his training program slowly. 20 m aerobic activity 3 times per week is a starting point
f)	People with hypertension should consult a GP for clearance before doing sport. If they are allowed to do sports they should only do light sports in order to promote anti-hypertensive effects.
g)	With knee injury one cannot do strenuous muscle training. Maybe light strengthening training can be done, but only after having clearance from a physio.

h)	Any exercise that has a high impact on the lower back should be avoided. For example, running has a high and repetitive impact on the lower back. It cannot be done when having lower back problems.
i)	Women experiencing menopause can do sports. But they should be aware that they can develop osteoporosis so a regular program with weight-bearing exercises should be followed.
j)	A person with diabetes mellitus has to be examined for micro and macrovascular complications. Only after an examination can a sports program be designed that minimizes risks
k)	People with neck issues should not do sports. Clearance from the GP or Physio before commencing an exercise program is vital. Doing a lot of neck stretches before exercising, be cautious when doing exercises where arms are above head and refrain from exercises where a bar is placed on the neck
l)	Consider that being overweight can cause injury to knees, joints and bones when running
m)	Older people may suffer chronic illnesses. They may have not done any sport for a long time. Therefore, they should first go to a GP to get clearance and recommendations for exercises.
n)	As people with osteoporosis have problem with movements they can do exercises that involve flexibility exercises, endurance or aerobic exercises and strengthening exercises. They are actually recommended
o)	Avoid any activity that puts a pregnant women at risk of losing her balance should be avoided. Also avoid high intensity training that may bring the heart rate too high and cause stress to the body.
p)	During the pre- and postnatal period is that only exercises be done that do not place excess strain on the pelvic floor.
q)	People with arthritis can exercise. When doing sports they have to consider their condition and make sure not to aggravate the situation. Low-impact activities, like walking, swimming, bicycling, or using an elliptical machine are good for that condition.

Outcome for Activity 10	☐ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

ACTIVITY 11

You have received a client complaint via email. Explain the process for responding to a complaint email.

Complaint email response

Acknowledge the person's distress
Be calm and communicate clearly
Apologise but do not plead guilty
Do not accuse the customer or any staff member of doing the wrong thing
Be positive, professional, and courteous.
Ask questions to clarify the situation.
Thank the customer for bringing the matter to your attention.
Explain the process to resolve the issue
Deal with the issue immediately

Outcome for Activity 11

- ☐ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

CASE STUDIES

CASE STUDY 1

Greg is a 35 year old construction worker who is joining the gym for the first time. As his job is very physical he is looking to train to improve his basic strength and improve cardiovascular fitness.

Greg identified in his pre-exercise screening that he smokes cigarettes (half a pack every day) and eats fast food at least every second day. His screening places his BMI at 29 and he has early indications of hypertension.

Respond to the following points:

- Recommend some lifestyle changes for Greg, identifying the benefits he would gain from these changes, combined with your training program.
- Identify how the two (2) fitness appraisal results will impact on Greg's training, and specify who you would send him to for further health testing.
- Identify some goals you could set with Greg to impact on his motivation in the short and long term.
- Explain how you would ensure the long term commitment to training that Greg needs to have to reach his goals.
- Outline how the initial information provided will form the basis of your programming.
- Identify the physiological benefits Greg can expect to enjoy if he follows the program.
- Identify the facilities provided by most gyms that would allow Greg the best chances to improve his fitness goals.
- Does Greg show symptoms that would require clearance from an allied health professional (AHP)? If yes, who would you send him to? Justify your response.

	Response
a)	Assessor's discretion
b)	Assessor's discretion
c)	Assessor's discretion
d)	Assessor's discretion
e)	Assessor's discretion

f)	Assessor's discretion
g)	Assessor's discretion
h)	Assessor's discretion

Outcome for Case Study 1	☐ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

CASE STUDY 2

Eleanor has been informed by her GP that she is at risk of developing osteoporosis, as she gets older. She is only 29 and is physically active. She does Pilates and runs three (3) times a week. Eleanor is confused as to why someone who is active could be developing these symptoms.

Eleanor was told to come to see you at the gym but is not really sure how weights will help. She has also identified that she would like to improve her overall muscle tone and train to run a half marathon in the next 12 months.

Respond to the following points:

- Explain why Eleanor might be showing early symptoms of osteo illness.
- Outline how resistance training can play a vital role in bone strength and density.
- Describe how resistance training is an effective training method for most health benefits.
- Identify what other lifestyle and training advice would you give to Eleanor in order to improve her chances of staving off this illness.
- Identify what facilities are available to Eleanor to help her train and achieve her goals.
- Describe the physiological changes Eleanor can expect to see if she adhered to a training program of weights and cardio exercises.

	Response
a)	Assessor's discretion
b)	Assessor's discretion
c)	Assessor's discretion
d)	Assessor's discretion
e)	Assessor's discretion
f)	Assessor's discretion

Outcome for Case Study 2	☐ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

CASE STUDY 3

Conduct a pre-exercise health screening with an individual of the general public and respond the follow up questions:

- a) Consider the goals of your client
 - What are the exercise goals of your client?
 - How would you, as a trainer, contribute to the long term and short term attainment of these goals?
 - What services does your client have access to in the fitness industry in order to reach these goals?
- b) How does your client's current fitness level dictate the choices you will make with your programming?
- c) Consider the impact of illnesses or injuries
 - Does the indication of any illness or injury concerns require you to refer to an allied health professional (AHP)?
 - If yes, describe your reasoning behind this referral.
- d) What basic shape would your programming take in regards to training principles? (e.g. FITT, style of training, Resistance and cardiovascular training)
- e) Where would you store the information gathered from the screening process? Why is this important?
- f) What are some lifestyle factors your client has indicated, that you believe would have an impact on their future health?
- g) After identifying your client's goals and current health, name two (2) fitness tests you would use to appraise the fitness level of your client. In what ways are these the most suitable and safe tests for your client?

	Response
a)	Assessor's discretion
b)	Assessor's discretion
c)	Assessor's discretion
d)	Assessor's discretion
e)	Assessor's discretion
f)	Assessor's discretion

g)	Assessor's discretion
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Outcome for Case Study 3	☐ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

PRACTICAL TASKS

You are required to have a suitable observer verify your ability to complete the following tasks. These tasks may be simulated or real.

TASKS	VERIFIED
A. Over at least three (3) hours of work experience in a fitness workplace, deliver five (5) client contact sessions in orientation and health screening for clients of differing age, gender, health level, needs and preferences, completing the following: • Use of a risk stratification process for each client, completing referral to a doctor or allied health professional as required [Evidence: Adult pre-exercise screening sheets; Referral letters (if appropriate)] • Perform measurements and calculations (e.g. waist circumference, waist to hip ratio, body mass index) • Development of a client profile [Evidence: Client Profile for each client] • Reflection on your job role performance during each client session, documenting your experiences [Evidence: Job role logbook; Reflection handout]	☐
B. Over at least five (5) hours of work experience in a fitness industry workplace, deliver client contact sessions for the five (5) clients in Task A, completing the following: • Plan and conduct health and fitness appraisals incorporating the following health and fitness assessments for each client: ○ Cardiorespiratory endurance (submaximal oxygen consumption) ○ Blood pressure ○ Range of movement/flexibility ○ Strength ○ Weight ○ Height ○ Body mass index ○ Waist to hip ratio ○ Girth measurements • Documentation for the sessions (to a standard expected in a professional fitness workplace) [Evidence: Fitness Assessment Sheet for each client] • Reflection on your job role performance during each client session, documenting your experiences [Evidence: Job role logbook; Reflection handout]	☐

C. In response to a simulated situation, perform a client orientation to a fitness facility and carry out a health screening for two (2) new clients to determine their readiness to commence exercise. Each client requires a referral to a different medical or allied health professional when guidance/feedback is required regarding exercise participation. Within a 10 minute session per client, demonstrate the following: • Choose an appropriate place to perform the orientation and health screening • Establish rapport with the client • Accurately administer and review a pre-exercise screening questionnaire [Evidence: Adult pre-exercise screening sheets] ○ Explain the purpose of the questionnaire ○ Identify and accurately assess client's requirements, needs and expectations ○ Clarify screening information provided, as required ○ Discuss client's habits, lifestyle, family situation, exercise preferences and personality differences which might affect the prescription of an appropriate exercise program ○ Develop and document the short and long term fitness goals and current physical activity patterns of client ○ Prepare referral letters for medical or allied health professionals [Evidence: Referral letters] • Advise client on the benefits, risks and procedures of fitness appraisal and exercise prescription • Discuss the importance and relevance of individualised exercise programs • Discuss motivation, exercise adherence and behaviour change strategies • Provide basic information on the impact of poor lifestyle habits • Advise client on specific fitness programs, services and facilities to match each client's needs, goals and preferences – explaining the benefits of those activities to the needs of the client • Explain the available services and facilities relevant to the client's requirements and expectations • Develop a client profile [Evidence: Client Profile for each client] Within your interactions: • Positively respond to diverse demands and requests from your clients • Appropriately respond to Client 2 arriving before you have finished with Client 1	
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D.	Carry out a fitness assessment on the two (2) clients in Task C, as well as a re-test on one (1) existing client. The clients from Task C have returned after referral from the medical or allied health professional – Client 1 is to exercise at a light intensity only; Client 2 is to exercise at a medium intensity. As part of the fitness assessment, complete the following: • Choose an appropriate place to perform the fitness assessment • Organise, clean and prepare required fitness assessment equipment • Motivate and encourage the client • Perform any non-exercise testing relevant to the client's goals and needs • Perform one (1) upper body muscular strength/endurance test • Perform one (1) lower body strength/endurance test • Perform one (1) aerobic fitness test • Perform one (1) flexibility test After the fitness testing, complete the following: • Interpret the results of the fitness tests performed. ○ Client 3's results find that the client has not achieved their goals and would benefit from a referral to a more highly qualified fitness professional (e.g. personal trainer) <i>[Evidence: Fitness Assessment Sheets for each client; Referral letter for Client 3]</i> • Verbally explain the results to the client • Recommend an appropriate fitness exercise program	☐
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Outcome for Practical Tasks	☐ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	