

**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	Korbyn Tahitahi
Date of assessment submission	15/05/2017
Trainer/Assessor's name	Kymberley Sant
Date of assessment marking	19/05/2017
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	Great first attempt! Please review answer for question 7.

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

Make sure you're there to help them achieve their fitness goal.

Client barriers

Their self-esteem

Scared that you won't be as strong or fit to other people.

Alleviating concerns

By starting and overcoming their self-esteem with confidence

Outcome for Activity 1

- ☐ Satisfactory
☒ Not satisfactory

Trainer/Assessor comments

Please go into a little more detail for client barriers, for example:
Injuries (List two more)

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

To know your limits

It also indicate the client's physical and mental abilities

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Explaining purpose to client

If they have had a recent surgery and start gym without the injury healing properly, it can cause more harm.

Outcome for Activity 2

- ☐ Satisfactory
☒ Not satisfactory

Trainer/Assessor comments

Please go into a little more detail about the explaining the purpose to the client- safety, etc.

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

Knee, lower back, hypertension injuries and metabolic diseases.

Allied health professional

Knee or lower back injury should be seen by a physiotherapist
Metabolic disease undergo medical evaluation with diagnostic studies
Hypertension should be referred to a specialist for a blood test.

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

It is important to have a goal because you know what you want to reach for example: body composition, weight.

SMART meaning

Specific, measurable, achievable, rewarding and timely.

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)	If you only use low weight and high reps, it will burn fat and tone your body. If you lift heavy weights you will gain muscle over a period of time.
b)	Not true, just because a couple of people may use it, it doesn't mean everyone who has large muscle mass is on illegal supplements.
c)	Although there are other ways to lose weight outside of the gym, but by applying resistance training to your workout it can contacted your muscles which will make you sweat and lose weight, it might not be as fast as running but it is still affective.

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

Start to lose weight and gain muscle
Doesn't care what anyone else thinks
Becomes sociable

Variation of motivation

Motivation become stronger because you can see you improvement and want to improve even more,

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

The clients body will undergo physical changes like, losing weight, having a smaller waist, gaining muscles, improved fitness and confidence around people and in the gym.

Outcome for Activity 7

☒ Satisfactory

☐ Not satisfactory

Trainer/Assessor comments

As well as health factors, such as decrease blood pressure and resting heart rate.

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

The gym had announced that there is no lock in contract so you can leave the gym to another whenever you want, you can also pause payment if you are going on a holiday and won't be able to use the gym

Promotion effectiveness

This was successful because I go to new Zealand every year for about 4 weeks and every time I leave I pause my membership so I don't have to pay while I'm away.

PROMOTION 2

Describe promotion

The gym had an advertisement which had a discount on student to sign up, the normal rate was \$30 a month whereas I was charged \$24 a month.

Promotion effectiveness

This made me decide what gym I wanted to sign up and also saves me \$72 every year.

Legislative protection

This is put in place because students cannot afford the gym, unlike adults who have jobs which can afford to pay full price.

Outcome for Activity 8

- ☐ Satisfactory
☒ Not satisfactory

Trainer/Assessor comments

Please review **Legislative protection** talking about contracts, etc.

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 to identify cardiovascular endurance

40m sprint to test speed

Outcome for Activity 9

☐ Satisfactory

☒ Not satisfactory

Trainer/Assessor comments

Please explain the differences between these tests.

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)	Cannot run long distance
b)	Cannot be anywhere near weights or anything that can cause them harm
c)	Make sure their faculties nearby for the clients
d)	Have someone to talk and connect with
e)	Make sure you eat healthy
f)	Don't put too much stress on their body to ensure their safety
g)	Avoid movements which use your knees which can cause further harm to your knees.

h)	Avoid any exercise which require weight or put stress on your back.
i)	Understand that the client has difficulty with some certain problems
j)	Monitor their blood pressure so you know whether they are healthy.
k)	Use something to support the patient's neck if needed.
l)	Don't push them to hard in cardio otherwise they will not enjoy it. Make sure you change up their exercise so it isn't boring.
m)	When training older people, they are not as fit as they once were so start the exercises simple and easy then progress harder to their limits.
n)	Depending on how weak their bones they can eat healthy and exercise to help strengthen their bones.
o)	Take care of the patient don't cause any stress as in muscle stress.
p)	Give her comfort and communicate with the client
q)	With their weak joints, you cannot put extra stress on them. It would be better if they use light weight or running assist machines .

Outcome for Activity 10	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	I need you to go into a little more detail here Korbyn for each question, talking specifically about the training consideration. For example a) asthma – high intensity training should be avoided as client could feel short of breath.

ACTIVITY 11

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

Complaint email response

1. Listen to the customer concerns and nature of the complaint
2. Acknowledge the complaint and record the details.
3. Inform the customer of what will happen next to ensure that you respond
4. Action the complaint and attempt to resolve the complaint
5. Report back to the client on the progress to the resolution.
6. Follow up personally.
7. Document the incident in writing and file.

Outcome for Activity 11

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Perfect!

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)	Recommend to cut out or reduce smoking. Try to start eating healthy other than consuming fast foods.
b)	With suffering with hypertension, he cannot cause too much stress on his body otherwise it can cause problems like having low or high blood pressure. Great answer, but please identify two fitness appraisal results.
c)	A short term goal for Greg is to reduce his smoking habit but over the long term he needs to stop smoking entirely. Another short term goal is to eat healthy with a little cheat day so he can allow some fast food, for long term he has to eliminate all of the fast food.
d)	By giving him extra help. This can be done by seeing a specialist or Nicorette to help stop smoking
e)	By Greg wanting to improve his cardiovascular and basic strength, this can help me make a training program that suits his need but also keep in mind his low blood pressure and early signs of hypertension. Please review- Hypertension means high blood pressure

f)	He will be a lot healthier and fitter by following and achieving his personal goals which will make his self-esteem will boost and his hypertension will not be as bad.
g)	The facilities in the gym, will help him succeed in his goals, almost every gym includes cardio machines, free weights and cables. By implementing these into his work out he will definitely improve his fitness goals.
h)	Yes, as my response I would send Greg to a specialist who deals with evening out high or low blood pressure. Once the doctor has approved him as healthy then we can start on his fitness goals.

Outcome for Case Study 1	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	Very good attempt, please review questions where indicated.

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)	An easy way to improve bone strength is exercises including weights (resistance training). Because she is physically active it may put stress on your bones after a long period of time.
b)	A vast majority of people believe resistance training to be effective to increase bone strength and density. It can improve muscle mass, balance and connective tissue strength, all of which decrease risk of falling and breaking something.
c)	It can improve muscle mass, balance and connective tissue strength and as Eleanor wants to tone her muscle so resistance training will play an important role.
d)	There are other ways to help build bone structure, strength and density. This includes of taking vitamin D, calcium and other bone support micronutrients, no smoking, addressing medical and hormone issues that may be predisposing you to osteoporosis.
e)	In the gym there are equipment's that will help her perform certain resistance training exercise for example dumbbells or medicine balls etc. She could even do exercise at home like grabbing a chair and performing step ups. If she is committed and utilizes her time she can reach her fitness goals and strengthen her bones.
f)	Because she has experience in physical exercises she would know the basics and her body will be fit. Although training with weights is different, if she continues with the resistance exercise she will notice her body gaining define muscles and increase of strength.

Outcome for Case Study 2	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	Great job!

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)	My client wants to increase cardiovascular and muscle tone. I would help my client by being their trainer and pushing them to their limits so they achieve their goals. The services provided for them are the gym and an outdoor grass area for certain exercises.
b)	My clients has been going to the gym for 1 year but has gained weight as well muscle. So he's use to lifting weights which I will implement in the program, in doing so he hasn't had any experience in cardio so the program will start off easy then increase in intensity.
c)	My client has weak knee joints, it causes him pain when he put a mass amount of pressure on his joints. Joint pain is rarely an emergency, the only time he should see a doctor is when there are sign of swelling, redness or tenderness around the joint.
d)	By implying the FITT principle to a workout program it will improve any specific needs that my client wants to work on. What type of training would you program to work with your client's goals of increased cardiovascular and muscle tone?
e)	Its important because it promotes. exercise safety and preventing adverse events during exercise Components of this screening include the health history questionnaire (HHQ); physical activity readiness questionnaire (PAR-Q); risk stratification; and informed consent. Please review "Where would you store the information gathered from the screening process? Why is this important"- for example client confidentiality.
f)	With his random knee pains, if he keeps on training without precautions it will cause further problems in the future.

g)	Beep test would see how fit my client is and then we can identify what exercises and to imply. By doing the 60 seconds push up test will show his current strength.
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Outcome for Case Study 3	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	Great attempt, please review where I have indicated.

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	