



**SISFFIT001 Provide health screening
and fitness orientation**

**SISFFIT006 Conduct fitness
appraisals**

**SISXCCS001 Provide
quality service**

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ASSESSMENT FOR SISFFIT001, SISFFIT006 & SISXCCS001o

Student name	Sade Ferguson
Date of assessment submission	22/05/2018

Trainer/Assessor's name	Kymberley Sant
Date of assessment marking	15/06/2018
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

A.	
Clients can show apprehension in the lead up to their first gym visit.	
1.	What are some strategies you, as a trainer, could employ to make your client feel more comfortable on their initial gym visits?
2.	What barriers usually concern clients before they join a gym?
3.	How would you, as a trainer, alleviate these concerns?

Comfort strategies
As a trainer I could make my client feel more comfortable with the following strategies. -help them set short term goals -track progress -frequently change programs -communicate -remind them of their goals and where they started
Client barriers
-if a client is self-conscious, they might be worried about people watching them while they work out. -if they haven't ever used a gym (they wouldn't know how to use some of the gym equipment)
Alleviating concerns
-The trainer could inform them of the time were the gym isn't busy so they feel comfortable -The trainer would show them around the gym and make sure they understand how all the gym equipment works (etc)

Outcome for Activity 1	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

B.	
A pre-test screening is an essential part of any client consultation.	
1.	Why is it important that clients undertake a pre-test screening prior to beginning any exercise program?
2.	How would you explain its purpose to a client?

Importance of pre-test screening
Pre-test screening is used to identify people who may have medical conditions which put them at a higher risk of an adverse event during physical activity or exercise.
Explaining purpose to client
The purpose of a pre-test screening is to determine what a client wants or needs to achieve and to identify any injuries or injuries

Outcome for Activity 2	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

C.
A client can identify many different injury and illness concerns during a pre-exercise screening.
1. Name four (4) commonly seen injuries and illnesses that may be identified in a screening.
2. Identify the specific allied health professional (AHP) you would send your client to prior to commencing a new program.

Common injuries and illnesses
Family history of heart disease – (high blood pressure, type 2 diabetes)
Physical activity pattern – (relative risk of disease associated with inactivity)
High cholesterol
Other medical and health concerns – (hospital admission and surgery in the last 12 month)
Depression, neck issues, lower back pain, knee injuries
Allied health professional
Send the client to a GP (General practitioner)

Outcome for Activity 3	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	Great attempt, could you go into a little more detail on what AHP you would refer to for neck issues, lower back pain, knee injuries?

D.
Goal setting is an essential part of pre-exercise screening.
1. Explain why goal setting plays an important role and the purpose it serves.
2. Explain what the SMART acronym stands for.

Importance and purpose of goal setting
Goal setting is importance because it give the client an image of where they want to be in the future. The purpose of goal setting to give the client something to motivate them to push them. It helps mentally and physically.
SMART meaning
S- specific M-measurable A-achievable R- relevant T- time base

Outcome for Activity 4	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	Please change your answer for 'R'.

E.
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:
1. I don't want to lift weights, as it will make me bulky!
2. Everyone who has large muscle mass is on steroids!
3. I don't need resistance training to lose weight!

	Response
a)	Women lack the right balance of hormones, testosterone and growth hormone, to put on muscle mass the way men do.
b)	By using state of the art training principles, consuming a nutrient rich diet, and by getting proper amounts of rest, almost every person could make incredible changes to his or her physique.
c)	Strength training is important for weight loss because it increases muscle mass, lean body mass and excess post exercise oxygen consumption which will burn more calories at rest and after your workout.

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

F.
As a person gains exercise experience, their approach to training changes both physically and psychologically.
1. Identify the stages of change.
2. How does motivation vary according to this experience?

Stages of change
If the client follows their fitness program they will start to feel mentally and physically stronger, they will feel less tired, more motivated and all together exercise makes people happier.
Variation of motivation
As long as the client dos follow h program and goes to the gym at least 3-4 times a week, their motivation levels should stay high as they are reaching goals. Someday the client might not want to go to the gym but that's ok, sometimes your body is tired and needs a rest.

Outcome for Activity 6	☒ Satisfactory ☐ Not satisfactory
595	

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

Physiological changes
Increased energy levels and strength Prevent illnesses and diseases Boost brain and emotional health Improve quality of sleep Maintain healthy weight range Much happier

Outcome for Activity 7	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

H.
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
Activity ageing class- senior group class \$10 a person
Promotion effectiveness
Coffee and laughs afterwards

PROMOTION 2
Describe promotion
Sausage sizzle to gain clients
Promotion effectiveness
Free classes

Legislative protection
The fitness industry is largely self –regulated. It is subject to some specific regulations across all jurisdictions in Australia but these regulations are mainly related to consumer protection law and industry specific fair trading regulations, covering issues such as membership contracts, client care, standards of qualifications and standards of business practices, facilities and equipment.

Outcome for Activity 8	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

I.
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
Ebbingling treadmill test Bruce treadmill test

Outcome for Activity 9	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	

For each of the following conditions, identify one (1) training consideration:	
1.	Asthma
2.	Children
3.	Continence issues
4.	Depression
5.	High cholesterol
6.	Hypertension
7.	Knee injuries
8.	Lower back pain
9.	Menopause
10.	Diabetes mellitus (metabolic disease/condition)
11.	Neck issues
12.	Obesity/overweight
13.	Older populations (or conditions associated with ageing process)
14.	Osteoporosis
15.	Pregnancy
16.	Pregnancy (pre and postnatal)
17.	Arthritic conditions (including rheumatoid arthritis and osteoarthritis)

	Response
a)	A client with asthma can participate in most activities except scuba diving. Be aware of the exercise induced asthma.
b)	Physically activity programming must align with predictable developmental changes in children's exercise capacity and motor skills.
c)	Activity impacts on in continuous which can affects a person's ability to engage in activities. Type and intensity of physical activity can initiate or exacerbate stress in continence, particularly in women.
d)	Not really any risk factors as exercise helps those with depression. Be very encouraging an positive
e)	Get medical clearance prior to participating in any exercise programs. Start slowly and increase workout out time and intensity as client gets stronger. Good starting point is 20 minutes of aerobics activity's 3 times per week.
f)	Get medical clearance prior to participating in an exercise program. Training program should be carefully designed and tailored in order to optimize its antihypertensive effects and to minimize safety.
g)	Get clearance from a physio or a specialist doctor depending on the knee injuries as well as how long ago the injury occurred.

h)	Avoid high impact activities such as running. While low impact aerobics can be started within two weeks of the one set of lower back pain. Never exercise of point of pain, if something hurts don't do it.
i)	No real risk for women who are experiencing menopause to participate in physical activity.
j)	Undergo a detailed medical evaluation with appropriate diagnostic studies. Carefully screen for the presence of macro- and microvascular complications that may be worsened by the exercise program.
k)	Safer to refer client to physio to beginning an exercise program.
l)	The focus of the exercise program should be low intensity aerobic activity with progressively increasing duration. Jogging causes stress on the knees and joints and is generally not recommended. Hydration is important since they are susceptible to dehydration. Have the client stop if they feel chest pain, shortness of breath, nausea.
m)	If a client is over 40 years of age refer to a doctor before beginning a exercise program. Choose activities the client finds interesting
n)	Always consult with your doctor, physiotherapist or health care professional before a client decides on an exercise program. Factors that need to be considered: Age, the severity of osteoporosis, current medications, fitness and ability.
o)	Extend warm up and warm down but 10 mins move slowly and carefully.
p)	The most important thing during this period is that exercises do not place excess strain on pelvic floor. Individuals without an obstetrical complications participate in at least 30 minutes of moderate physical activity on most days of the week.
q)	Refer to a doctor or physical therapist or rheumatologist can help you create an exercise program that is right for the client. Those with RA can exercise. During a flare it is usually recommend that the client rests that affected joints.

Outcome for Activity 10	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	You have some great answers here Sade, please just go into a little more detail for the highlighted questions, listing specific training/ exercises to avoid.

J.

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

Complaint email response

Listen to the customers concerned and nature of the complaint
Acknowledge the complaint and record the details
Inform the customer of what will happen next to ensure that you respond
Action the complaint and attempt to resolve the complaint
Report back to the client in the progress for the resolution
Follow up personally.
Document the incident in writing and file.

Outcome for Activity 11

☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

CASE STUDIES

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:

1. Recommend some lifestyle changes for Greg, identifying the benefits he would gain from these changes, combined with your training program.
2. 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.
3. Identify some goals you could set with Greg to impact on his motivation in the short and long term.
4. Explain how you would ensure the long term commitment to training that Greg needs to have to reach his goals.
5. Outline how the initial information provided will form the basis of your programming.
6. Identify the physiological benefits Greg can expect to enjoy if he follows the program.
7. Identify the facilities provided by most gyms that would allow Greg the best chances to improve his fitness goals.
8. 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)	Greg should quitting smoking and stop eating fast food. The benefits of doing this are: -Heart rate and blood pressure, which are abnormally high while smoking, begin to return to normal. -within a few weeks, people who quit smoking have improved circulation. Produce less phlegm, and don't cough or wheeze as often
b)	If Greg quits smoking he will have much more lung capacity and more energy. Anyone who quits smoking and continue to exercise will have less withdrawals symptoms for smoking and will feel stronger and less tired. Also oxygen concentration increased and exercise time was greatly extended. If Greg was to stop eating fast food and eat healthier would help his energy levels, influence his muscle growth, less chance of heart disease, lowers his cholesterol and improve his blood pressure levels. Send Greg to see his local GP or doctor.
c)	Short term goal: 1.improve his blood pressure 2.start walking 3 km everyday Long term goal: 1:start to see weight loss 2:lifting heavy weights
d)	Once Greg is on track he should do a fitness test so he can see what he needs to focus on for him to reach his goals. Greg should increase the amount of days he goes to the gym.

e)	The information we have gain from Greg is great as we can use it to shape Greg program Greg gas said he wants to improve his basic strength and his cardiovascular fitness. So we will focus his program on cardio and weight, we will start off with light weight's until Greg can control the exercises he is given then he can move to heavier weights. He will also have a lot of cardio such as walking long distances, slowly jogging short distances, skipping.
f)	Greg will start to feel mentally stronger and happier.
g)	Cardio machines, weights, classes
h)	Greg should see a allied health professional, just to make sure it is safe for him to start a program, the reason he should see someone is because his BMI is at 29 and he shows early symptoms of hypertension

Comment [FS1]:

Outcome for Case Study 1	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	Great try! Please give a little more detail for (f)- like decreased blood pressure, etc.

9.

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:

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

	Response
a)	Family history, gender (women are more likely to get osteoporosis compared to men), age, body frame these can all be causes of osteoporosis.
b)	Exercise may help build and maintain bone density at any age. Bone density increases by doing regular resistance training. Lifting weight 2-3 times a week – the force of muscle pulling against bones, stimulates this bone building
c)	Improved muscle strength protects joints from injuries, weight management and increased muscle to fat ratio. Greater stamina, improved mobility and balance, enhanced performance and every tasks.
d)	Diet focused on real, whole meal foods, minimise stress, regular weight resistance workouts.
e)	gym
f)	Essentially you will be happier, healthier and have a better outlook on life.

Outcome for Case Study 2	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	Great try! Please give a little more detail for (g) specific equipment at the gym and (f) specific physiological changes, for example increased bone density.

7.	
Conduct a pre-exercise health screening with an individual of the general public and respond the follow up questions:	
1.	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?
2.	How does your client's current fitness level dictate the choices you will make with your programming?
3.	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.
4.	What basic shape would your programming take in regards to training principles? (e.g. FITT, style of training, Resistance and cardiovascular training)
5.	Where would you store the information gathered from the screening process? Why is this important?
6.	What are some lifestyle factors your client has indicated, that you believe would have an impact on their future health?
7.	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)	To lose weight and tone my muscles. Influence the client to come to the gym a minimum of 3 times a week. Do a fitness test to see their progress Get a program that suits the client
b)	The clients fitness level is a massive part as to what the clients program will look like. Knowing the fitness level is extremely important for the client and the trainer as if you don't know their fitness level the client isn't really going to get the most out of there, and their health and safety is a big part.
c)	Yes an indication or illness or injury should require a referral to assure the trainer that the client is fit enough to train as if the client had an injury you don't want them going to the gym and hurting themselves even more.
d)	The training program type will be: Frequency Intensity (resistance) Time Type of exercise Cardiovascular
e)	I would store screening information in the clients personal folder.

f)	Smoking, fast
g)	Bike- Astrand-Rhyming submax cycle test Treadmill- sub max walking test.

Outcome for Case Study 3	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	Great try! Please review the following: (a) Please answer highlighted point and include in your answer. (b) Please answer specific to the client you conducted the fitness appraisal on. (c) Please answer specific to the client you conducted the fitness appraisal on. (d) Please write a little description on what your program would look like, for example 30 mins of cardio, 30 mins of strength, warm up and cool down. Tailor to your client's needs. (e) Please go into a little more detail, addressing your client's confidentiality and why it is important. (f) Please go into a little more detail. (g) Please review- the fitness tests you listed are not really applicable for your client's needs listed in question a) – to lose weight and tone muscles. Also, please answer highlighted point and include in your answer.

. 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
1. 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: 1. 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)] 2. Perform measurements and calculations (e.g. waist circumference, waist to hip ratio, body mass index) 3. Development of a client profile [Evidence: Client Profile for each client] 4. Reflection on your job role performance during each client session, documenting your experiences [Evidence: Job role logbook; Reflection handout]	☐
5. 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: 6. Plan and conduct health and fitness appraisals incorporating the following health and fitness assessments for each client: 1. Cardiorespiratory endurance (submaximal oxygen consumption) 2. Blood pressure 3. Range of movement/flexibility 4. Strength 5. Weight 6. Height 7. Body mass index 8. Waist to hip ratio 9. Girth measurements 7. Documentation for the sessions (to a standard expected in a professional fitness workplace) [Evidence: Fitness Assessment Sheet for each client] 1. Reflection on your job role performance during each client session, documenting your experiences [Evidence: Job role logbook; Reflection handout]	☐

2. 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: 3. Choose an appropriate place to perform the orientation and health screening 4. Establish rapport with the client 5. Accurately administer and review a pre-exercise screening questionnaire [Evidence: Adult pre-exercise screening sheets] 1. Explain the purpose of the questionnaire 2. Identify and accurately assess client's requirements, needs and expectations 3. Clarify screening information provided, as required 4. Discuss client's habits, lifestyle, family situation, exercise preferences and personality differences which might affect the prescription of an appropriate exercise program 5. Develop and document the short and long term fitness goals and current physical activity patterns of client 6. Prepare referral letters for medical or allied health professionals [Evidence: Referral letters] 6. Advise client on the benefits, risks and procedures of fitness appraisal and exercise prescription 7. Discuss the importance and relevance of individualised exercise programs 8. Discuss motivation, exercise adherence and behaviour change strategies 9. Provide basic information on the impact of poor lifestyle habits 10. 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 11. Explain the available services and facilities relevant to the client's requirements and expectations 12. Develop a client profile [Evidence: Client Profile for each client] Within your interactions: 13. Positively respond to diverse demands and requests from your clients 14. Appropriately respond to Client 2 arriving before you have finished with Client 1	☐
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15. 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: 16. Choose an appropriate place to perform the fitness assessment 17. Organise, clean and prepare required fitness assessment equipment 18. Motivate and encourage the client 19. Perform any non-exercise testing relevant to the client's goals and needs 20. Perform one (1) upper body muscular strength/endurance test 21. Perform one (1) lower body strength/endurance test 22. Perform one (1) aerobic fitness test 23. Perform one (1) flexibility test After the fitness testing, complete the following: 24. Interpret the results of the fitness tests performed. 1. 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) [Evidence: Fitness Assessment Sheets for each client; Referral letter for Client 3] 25. Verbally explain the results to the client 26. Recommend an appropriate fitness exercise program	☐
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Outcome for Practical Tasks	☐ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	