

**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	Isaac Pavlou
Date of assessment submission	30/03/2017
Trainer/Assessor's name	Kymberley Sant
Date of assessment marking	5/04/2017
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	Please review Question 6

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

Instructor should adopt a 'questioning' technique

Formalises the process

Instructor can elaborate or clarify questions

Prevents clients from going into 'auto-answer' mode

Can record additional important information

Client barriers

Do not have enough time to exercise

Exercise is boring

I'm too tired

Alleviating concerns

Have client keep a diary of his/her daily activities for a week

Exercise with a friend, join a local walking group or take up a team sport

Rearrange your schedule if possible, in order to be active in the morning rather than at night

Outcome for Activity 1

☐ Satisfactory

☒ Not satisfactory

Trainer/Assessor comments

Please review answer for **Comfort Strategies**- this is asking what you as a Trainer can do to make your client feel comfortable when training with you for the first time- for example- use a friendly tone and be approachable. Please give a few more examples.
Answers for **Client barriers** and **Alleviating concerns** are correct, well done. .

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

Ensures safety and appropriateness of client to begin testing and exercise programming
Identifies medical conditions
Identifies contraindicated activities
Helps to fulfil legal and insurance requirements
Provides an opportunity to further develop a meaningful relationship with the new client

Explaining purpose to client

I would explain by telling them the importance of the pre-test screening and how it can tell me what modifications I need to undertake to make the training sessions suitable for them.

Outcome for Activity 2

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Great responses!

ACTIVITY 3

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

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

Common injuries and illnesses

Heart conditions, strokes, diabetes and muscle, bone or joint problems.

Allied health professional

I would send my client to an occupational therapist

Outcome for Activity 3

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Great responses

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 focuses your acquisition of knowledge, and helps you to organize your time and your resources so that you can make the very most of your life

SMART meaning

S – Specific (or Significant).

•M – Measurable (or Meaningful).

•A – Attainable (or Action-Oriented).

•R – Relevant (or Rewarding).

•T – Time-bound (or Trackable).

Outcome for Activity 4

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Great responses

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's okay to lift weights as they don't necessarily 'bulk' you up. Lifting weights helps you burn more calories, it shapes your body and not making it bigger and you have to bulk up your diet as well if you want to bulk up. You also have to be training and eating right for months if you want to see some results happening.
b)	Not necessarily as steroids can help with muscle growth and development with all the substances that are similar to testosterone, not everyone uses them. If you do see people at the gym and they have large muscles, they have most likely been working out and eating healthy for years to get those muscles to how they are now.
c)	Resistance training will build lean muscle mass. Lean muscle will burn calories all day long, while fat cells will not.

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

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

They begin to feel more motivated and energetic in training. Their body starts to look better and they begin to feel better mentally

Variation of motivation

They become more motivated to train and to stay in shape when before they started they didn't feel as motivated to get into shape

Outcome for Activity 6

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Great responses

ACTIVITY 7

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

Physiological changes

They can begin to have mood enhancing, reduced anxiety and depression and also stress reduction

Outcome for Activity 7

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Great responses

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

Refer a friend. Receive 1 month free

Promotion effectiveness

For 1 full month, you receive a membership at no cost and so that can give the public some time to judge how well and effective the gym is.

PROMOTION 2

Describe promotion

No joining Fees

Promotion effectiveness

You don't have to pay any money to join the gym

Legislative protection

There is no legislative protection as you receive a month for free just for referring a friend.

There is also no legislative protection as you a simply joining the gym for no cost, except what plan you decide to choose.

Outcome for Activity 8

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Great responses

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

The beep test can be one as that helps to establish how long you can run for and at what speed you can maintain throughout the testing. Another test could be the Bruce test, this is partially similar to the beep test however, it is on a treadmill and while you are running, the speed and incline begins to increase until you have reached your threshold

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)	Be aware of exercise induced stamina
b)	Physical activity programming must align with the predictable developmental changes in children's exercise capacity and motor skills
c)	Activity impacts on incontinence which can affect a person's ability to engage in activities.
d)	not really any risk factors as exercise helps those with depression.
e)	Start slowly and increase workout time and intensity as client gets stronger.
f)	Training program should be carefully designed and tailored in order to optimize its antihypertensive effects and to maximize safety
g)	Get clearance from a physio or a specialist doctor depending on the knee injury as well as how long ago the injury occurred.

h)	Avoid high-impact activities such as running
i)	No real risks for women who are experiencing menopause to participate in physical activity.
j)	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 prior to beginning an exercise program
l)	The focus of the exercise program should be based on low-intensity aerobic activity with progressively increasing duration. Important to gradually increase the duration and intensity of the exercises.
m)	Client is over 40 years refer to a doctor before starting a new exercise routine.
n)	Always consult with the doctor, physiotherapist or health care professional before the client decides on an exercise program.
o)	Premature contractions can potentially be induced by the hormones that are stimulated by exercise
p)	The most important thing throughout this period is that exercises do not place excess strain on the pelvic floor.
q)	Refer to a doctor or physical therapist or rheumatologist can help you create an exercise program that is right for the client.

Outcome for Activity 10	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	Great responses, just to note for section d) Depression a training consideration can be programming- make sure the exercise is achievable for the client so a sense of accomplishment is felt and self-esteem is increased.

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

Great responses!

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)	He would need to quit smoking as that causes major health damages and is not ideal to smoke while you're trying to become healthy. He will also need to reduce his fast food intake as that is a reason he has early indications of hypertension. He needs to reduce his salt levels and have a well-balanced diet to help combine with his training program
b)	The affects could be that Greg would need to start off slowly to get into the rhythm of training and he would need to start off light since he is still a smoker and has indications of high blood pressure.
c)	A short term goal could be Greg running for a short distance without needing a break. This is because he is a smoker and that affects how much endurance you have. A long term goal could be quitting smoking forever and sticking to his training and diet programs. These are both long term goals as they take time to get into the rhythm of them
d)	Make him resist temptations by showing him pictures of what could happen to him if he continues to have lots of fast food and smoking half a pack a day. Bit extreme but they could maximise results. I would also set him short term goals in-between to make it easier for Greg to reach his long term goals
e)	It will determine how and what type of training Greg can do. We don't want him to exhaust himself as his lungs are used to smoking and so he will most likely stop training before doing any damage to his body

f)	Positive impact on depression, anxiety, ADHD, and more. It also relieves stress, improves memory, helps you sleep better, and boosts overall mood
g)	Most gyms provide equipment that are designed for improving your cardiovascular system. Greg would in this case train up his cardio to help improve blood flow around his body and to help him with his respiratory system
h)	He can show possible symptoms of any form of heart disease. If this is the case, I would send him to his GP for an opinion on what training and how much he can physically do without any damage to himself. A GP would know more information on what healthy state Greg is in and so his GP would be the best person to speak to about Greg's training

Outcome for Case Study 1	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	Great response!

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)	Her training may not be the cause of her developing osteoporosis. Her diet may be the cause as she might not be acquiring enough calcium or vitamin D for her bones. Another possibility could be that she didn't do enough exercise or training to help develop her bones when she was a teenager
b)	Exercise, workout moves that require a lot of force in fast, explosive bursts cause your bones to bend, which squeezes fluid from one part of the bone matrix to another, forcing the cells to respond by creating denser bone tissue to reinforce your skeleton
c)	Resistance training may increase resting metabolism by about 7 percent and help minimize muscle loss. A regular strength training program helps you reduce body fat and burn calories more efficiently, which can result in healthy weight loss
d)	Have a well-balanced diet that includes foods that are high in calcium and vitamin D to support your bones. Do workouts that improve bone density such as box jumps
e)	Any cardiovascular equipment (Usually treadmill) can help her with training for her half-marathon.
f)	Eleanor can begin to have mood enhancing, reduced anxiety and depression and also stress reduction

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

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)	To get fitter and stronger mentally and psychically I, as a trainer, would set him little short term goals in-between his long-term goals to help him achieve his goals more affectively and easily He has access to a gym with all the necessary equipment to help him achieve his goals
b)	With his fitness level being average, his workout can include lightweights for an easy start and he can then move onto heavier, more resistant exercises that require lots of energy
c)	My client does not have any indication of any illnesses or injuries
d)	Cardiovascular training to improve the strength of his heart and lungs and to improve his endurance during other workouts. I would also include some resistance training to improve his overall muscle tone
e)	I would secure the information in a locked/ encrypted file that no one has access to. This is because it is private information and if I reveal the information to any, I am violating the privacy act
f)	His diet could be a factor as he needs to have a well-balanced diet to counter with his training. Any other factor could be not taking care of himself in the future and that could lead to possible health factors in the future

g)	I would use the Bruce Treadmill Test to appraise his level of cardio and endurance and the repetition maximum test. Since he is at an average level of fitness, he can easily complete these fitness tests. I would use the Bruce Treadmill test to see how long my client can last for without restraining himself. I would use the repetition maximum test to determine how much weight my client can handle at a time and for how long
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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	