

**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	JACK LOW
Date of assessment submission	21/04/2017
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	So close Jack! Please review Question 4, well done on your first attempt!

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

Getting to know each other. Being friendly and approachable. The first impression is important to start a healthy relationship; dress appropriately and present yourself well.

Client barriers

Self consciousness, their level of fitness and overall ability. Previous encounters with a gym and exercise play a large role on confidence and ability to try.

Alleviating concerns

Talking before the gym sessions start about confidence and goals the client wishes to achieve. By doing this the client will feel comfortable with the trainer and eager to get started.

Outcome for Activity 1

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Injury would be another barrier too. 😊

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 evaluate the fitness levels and the willingness to achieve personal goals and results. It is important to know whether a client is a low medium or high risk in terms of injuries and health .

Explaining purpose to client

I would explain its importance to their safety as we can determine how hard to push them in workouts without going over the top. I would also explain to them that if we know their levels we can let them know how long it can and will take to reach their goals.

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.

- 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

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Allied health professional

A General Practitioner would be able to evaluate and confirm whether or not the client is physically ready to train.

Outcome for Activity 3

- ☐ Satisfactory
☒ Not satisfactory

Trainer/Assessor comments

Please answer **Common injuries and illnesses**

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

SMART meaning

Specific, Measurable, Achievable, Realistic/Rewarding and Timely.

Outcome for Activity 4

- ☐ Satisfactory
☒ Not satisfactory

Trainer/Assessor comments

Please answer **Importance and purpose of goal setting**

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)	I would begin by saying that their comment is partially correct. I would then continue to say that lifting by lifting heavy weights more than 4-5 times a week will gain you a lot of lean muscle. Eventually commenting on the great benefits on lifting light weights in small increments of 1 or 2 days a week. Evidently not getting them "bulky"
b)	I would begin by saying that little to no people in small gyms would be indeed using steroids to speed up their muscle growth. I could assure them that generally only bodybuilders and paid athletes would be using steroids.
c)	I would begin by saying that any workout that burns calories will burn fat; resistance work can dramatically change your body composition over time. It will build muscle mass and lose body fat.

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

In terms of physical changes the person will get stronger and fitter, this will lead to being able to have harder and more intense training sessions, as a pose to the psychological side the person will become more confident and they will get in a good routine of going and working hard at the gym.

Variation of motivation

Motivation levels get higher and higher upon gaining experience; this is solely due to the confidence you gain once you know what you are doing. You can finally see what you've been working towards and you become more motivated everyday.

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

If adhering to regular suitable and effective resistance and cardio training eventually the mind of the client will most definitely change. Self confidence will grow and the client will be able to see themselves differently; more effort and persistence will also be put in throughout workouts.

Outcome for Activity 7

☐ Satisfactory

☒ Not satisfactory

Trainer/Assessor comments

Please go into specific details of physical changes, for example decreased blood pressure, improved health, etc

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

" From \$12.95 pw with no lock in contract"

Promotion effectiveness

This promotion is effective as it is a no lock in contract; it allows people to leave whenever they wish, this is great for many people with busy lives and may entice them to choose this gym over one that doesn't have no lock in contracts

PROMOTION 2

Describe promotion

" Join Jetts and save \$50 "

Promotion effectiveness

This slogan immediately intrigues people to wonder what they would be saving on, it is effective and will most likely get people choosing a gym to go and view the gym.

Legislative protection

The fitness industry code of practice, administered by Fair Work Australia. The code of practice ensures the client knows what and how much they will be paying towards a fitness centre; it includes a 48hr cooling off period for cancellation – the client's right to cancel agreement.

Outcome for Activity 8

- ☒ Satisfactory
☐ Not satisfactory

Trainer/Assessor comments

Perfect last answer!

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

1. Bruce treadmill test – this test gradually gets harder as the slope raises as does the speed
2. 6 minute run test – this test is to see how many metres can be ran in a total of 6 minutes, this does not gradually get harder.

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)	
b)	They may not be able to do the same sort of exercises as adults, use lighter weights
c)	May be judgemental of them selves, give them support Please review
d)	Give them space as they will be scared of opinions and interperet things incorretly Please go into more detail about how you would train a client with depression, for example positive reinforcement.
e)	Not to push client too hard as could be fatal. Please go into more detail about how what medical clearance your client should get before training.
f)	Do resitance exercises seated or laying down Please go into more detail about how what medical clearance your client should get before training.
g)	Using knee braces and not doing heavy weighted leg extension exercises (squats, calf raises)

h)	Wearing a back brace, doing a lot of back streatching before exercising. Doing low weighted back exercises rather than heavy weighted
i)	Short low intensity workouts, including yoga, pilates
j)	Allow circulation problems – asses feet; ensure they have supportive shoes for walking and balance. Low impact exersices, hand weights
k)	Doing a lot of neck stretches before exercising, be cautious when doing exercises where arms are above head and refrain from excersises where a bar is placed on the neck
l)	A consideration would be to understand the flexibility of the client, they may not be able to bend over and pick things up.
m)	Low impact strengthening exercising, posture improving workouts to avoid stooping.
n)	Mobility help, stretching exercises. Very low impact. Yoga/pilates and hand weights
o)	Be careful about the stomach of the lady, no ground exercises Please go into more detail about the risk of raising the core body temperature too high.
p)	Medium intensity workout including situps, treadmill and bikes; pilates Please review- sit ups can be dangerous straight after pregnany.
q)	Low impact exercises – swimming/ hydrotherapy

Outcome for Activity 10	☐ Satisfactory ☒ Not satisfactory
Trainer/Assessor comments	Please answer question a) Please review your answers where indicated.

ACTIVITY 11

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

Complaint email response

Listen to the customer concerns and nature of the complaint, ensure the customer acknowledge the complaint and record the details. Inform the customer of what will happen next. Take Action to the complaint and attempt to resolve it; Report back to the client on the progress for the resolution.

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)	Reduce/ stop smoking; cut down fast food consumption and suggest dietary changes – eating more vegetables and fruit. Please identify the benefit Greg would gain.
b)	Smoking would effect his cardiovascular health and also his lung capacity – refer to GP Fast food would increase cholesterol which increases BP which makes training harder – refer to Dietitian Please review and refer to the two fitness testing- BMI and Hypertension, how this would impact his training and the allied health professional you would refer him to for both.
c)	Short term – gradual increase of strength and overall fitness (Reviewed weekly) Long term – maintaining core strength and reducing cardiovascular risk
d)	By setting short achievable goals and making sure his program is interesting and varied to ensure Greg's interest is maintained.
e)	The initial information explains Greg's importance of becoming Stronger and fitter; when would plan a cardiovascular program which includes – treadmill, bike and rowing machine, elliptical trainer. For strength it would be a set daily routine consisting of varying body parts being trained.

f)	His self confidence as he loses weight and becomes stronger; he would feel better about his apperance and ability <i>Please review, answering Physical benefits- ie: improved fitness.</i>
g)	Fitness – treadmill, rowing machine, bikes, fitness bootcamps Stregh – Free weights, weight machines, resistance work, body weight exercises.
h)	Not currently but left with no training greg would need to be signed off by a professionsl for him having Hypertension. <i>Please review, Greg does need clearance from and AHP for having symptoms of Hypertension- please answer what clearance you would need as a Trainer before commencing any program.</i>

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 osteoporosis.
- 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)	It could be present due to her possible family history of osteoporosis; it also may relate to her being female – osteoporosis is largely more common in females than males.
b)	It can help by increasing muscle and bone strength, when using resistance training the muscle surrounding the bone will become stronger creating a protective barrier around the brittle bone inevitably reducing the risk of osteoporosis and fractures.
c)	Resistance training will increase anybody's basic and overall flexibility due to the strengthening of muscles.
d)	I would recommend increase calcium intake and trying to be as mobile and active as possible in her day to day life.
e)	A personal trainer to help set up a weekly fitness plan; a dietician to discuss how to increase her calcium levels. And to prepare for the marathon set running specific targets inside and outside of the gym to increase her cardio vascular ability.
f)	She would feel happy that she is increasing her overall bone density and strength, she would begin to feel confident in her ability to complete the marathon

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

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)	Would like to increase strength and flexibility Write up a short and long term plan with achievable goals (weekly assessments) Weights, cardio training, flexibility training, yoga, pilates
b)	Currently the client has limited fitness so all exercises will be moderate and increased over time – this reduces risk of injury
c)	Arm injury – limited capacity to do weighed exercises and exercises requiring extensive arm movements; and AHP is already aware of this condition and working with the client.
d)	FITT – excluding arm exercises; include low intensity arm strengthening exercises and eventually build up to more difficult exercises when client is capable
e)	The information would be stored online in a Secure client data base, also if needed a paper file. It is important to keep client confidentiality.
f)	Poor diet, little to no exercise, several ongoing health problems that restrict current extensive exercise.

g)	I would conduct the burce treadmill test to find out overall cardio vascular fitness. I would then conduct a bodyweight strength test, this consists of squats, assited pull ups, crunches, chair dips and assited push ups Keep in mind safety of prescribing upper body strength tests if client has an arm injury- get clearance from AHP first.
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Outcome for Case Study 3	☒ Satisfactory ☐ Not satisfactory
Trainer/Assessor comments	Well done!

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 <i>[Evidence: Adult pre-exercise screening sheets; Referral letters (if appropriate)]</i> • Perform measurements and calculations (e.g. waist circumference, waist to hip ratio, body mass index) • Development of a client profile <i>[Evidence: Client Profile for each client]</i> • Reflection on your job role performance during each client session, documenting your experiences <i>[Evidence: Job role logbook; Reflection handout]</i>	☐
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) <i>[Evidence: Fitness Assessment Sheet for each client]</i> • Reflection on your job role performance during each client session, documenting your experiences <i>[Evidence: Job role logbook; Reflection handout]</i>	☐

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	