



Australian Government

**Assessment Requirements for SISFFIT016
Provide motivation to positively influence
exercise behaviour**

Release: 1

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Modification History

Not applicable.

Performance Evidence

Evidence of the ability to complete tasks outlined in elements and performance criteria of this unit in the context of the job role. This must include period(s) totalling at least three hours comprising at least three different client contact sessions and:

- use knowledge of exercise behaviour change strategies to improve own instructional practice to improve exercise adherence of clients:
 - collect information from each client regarding attitude towards exercise:
 - belief systems and values
 - client expectations
 - coping techniques
 - social support systems
 - stage of readiness for change
 - perceived barriers to exercise participation and adherence
 - implement behaviour change models
 - provide guidance relevant to client characteristics
 - consider personal and situational factors
- motivate clients during exercise programs using:
 - principles of goal setting
 - arousal control techniques
 - positive feedback.

Knowledge Evidence

Demonstrated knowledge required to complete the tasks outlined in elements and performance criteria of this unit:

- organisational policies and procedures in relation to:
 - work health and safety/occupational health and safety
 - confidentiality of client information
 - ethical considerations
- strategies to promote exercise behaviour change:
 - contracting
 - prompts
 - reinforcement

- perceived choice
- feedback
- rewards
- self-monitoring
- goal setting
- social support
- decision balance sheet
- physical setting
- exercise variety
- minimised discomfort and injury
- group training
- enjoyment
- periodic fitness and health assessment
- progress charts
- components of motivation to enable effective assessment of progress:
 - direction of effort
 - intensity of effort
 - persistence of behaviour
- role of intrinsic and extrinsic motivation in exercise behaviour
- methods of evaluating self-motivation, self-efficacy and stages of change
- personal and situational factors that may affect behaviour and/or exercise adherence:
 - family, cultural and social situation
 - habits
 - lifestyle
 - personality
 - self concept
- stages of change:
 - pre-contemplation
 - contemplation
 - preparation
 - action
 - maintenance
 - relapse
- principles of goal setting:
 - short, medium and long term goals
 - SMART goals
 - outcome, process and performance goals
 - goal achievement strategies
 - goal support
 - evaluation and feedback

- recording goals
- arousal control techniques:
 - anxiety management
 - progressive relaxation
 - stress management
 - visualisation
 - self-talk
- common barriers to exercise participation:
 - perceived versus actual barriers
 - initial low fitness level
 - time and access to facilities
 - self-consciousness in client
- methods of collecting information about client's attitude towards exercise
- scope of practice for a personal trainer.

Assessment Conditions

Skills must be demonstrated in:

- a fitness industry workplace or simulated environment with clients with real or simulated health and fitness goals.

Assessment must ensure access to:

- motivation and behaviour change information and resources.

Assessment must ensure use of:

- planning and evaluation templates with space to identify improvements to professional practice
- client record forms:
 - appropriate documentation suitable for acquiring client information regarding exercise and lifestyle factors
 - appropriate documentation for goal setting and monitoring of client progress and changes
- clients; these can be:
 - clients in an industry workplace, or
 - individuals who participate in role plays or simulated activities, set up for the purpose of assessment, in a simulated industry environment operated within a training organisation.

Assessment activities that allow the individual to:

- demonstrate ability to incorporate motivation and behaviour change knowledge into the instruction of sessions, catering for:
 - beginners, intermediate and advanced participants
- improve client exercise adherence and motivate clients within industry realistic timeframes.

Assessors must satisfy the Standards for Registered Training Organisation's requirements for assessors, and:

- have achieved a Diploma of Fitness or above; and
- have at least 1 year consecutive post qualification fitness industry experience in the application of the skills and knowledge of the Diploma of Fitness.

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.education.gov.au/Pages/TrainingDocs.aspx?q=1ca50016-24d2-4161-a044-d3faa200268b>