



Australian Government

SISFFIT016 Provide motivation to positively influence exercise behaviour

Release: 1

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Modification History

Not applicable.

Application

This unit describes the performance outcomes, skills and knowledge required to promote exercise and incorporate behaviour change strategies into fitness instruction, programming and provision of fitness advice.

This unit applies to personal trainers who work in controlled and uncontrolled environments. These individuals typically work independently with some level of autonomy. Work is performed according to relevant legislation and organisational policies and procedures.

No occupational licensing, certification or specific legislative requirements apply to this unit at the time of publication.

Pre-requisite Unit

Nil

Competency Field

Fitness

Unit Sector

Fitness

Elements and Performance Criteria

ELEMENTS

Elements describe the essential outcomes

1. Consolidate understanding of behaviour change strategies.

PERFORMANCE CRITERIA

Performance criteria describe the performance needed to demonstrate achievement of the element.

- 1.1 Source and access information on motivation and behaviour change relevant to fitness outcomes.
- 1.2 Use knowledge of motivation and behaviour change in day-to-day professional practice.
- 1.3 Discuss/explain how understanding of motivation and behaviour change contribute to client commitment and confidence.
- 1.4 Use a wide range of motivation and behaviour change

relevant to fitness outcomes.

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| 2. Apply knowledge to own professional practice. | 2.1 Assess ways in which knowledge of motivation and behaviour change may be used, adapted or challenged in instruction and provision of fitness advice. |
| | 2.2 Identify current and emerging knowledge of motivation and behaviour change relevant to development of own professional practice. |
| | 2.3 Modify approach to fitness programming activities and advice as required. |
| 3. Maintain and update knowledge of motivation and behaviour change. | 3.1 Identify and use opportunities to update and expand own knowledge of motivation and behaviour change. |
| | 3.2 Monitor response to changes made to own professional practice or instruction. |
| | 3.3 Continue to adjust own practice to optimise results. |

Foundation Skills

Foundation skills essential to performance in this unit, but not explicit in the performance criteria are listed here, along with a brief context statement.

SKILLS	DESCRIPTION
Reading skills to:	<ul style="list-style-type: none"> • source and comprehend often complex motivation and behaviour change information.
Oral communication skills to:	<ul style="list-style-type: none"> • provide guidelines and suggestions tailored to client to increase incidental physical activity and adhere to regular exercise program • use open and closed probe questioning with clients to: <ul style="list-style-type: none"> • discuss client needs, expectations and goals • acquire information about current exercise behaviour, attitude, perceived barriers to exercise and determinants of exercise adherence • determine level of motivation, commitment and confidence to make positive fitness changes.
Problem-solving skills to:	<ul style="list-style-type: none"> • make connections between own practice and conclusions drawn from information about principles of behaviour change.
Planning and organising skills to:	<ul style="list-style-type: none"> • determine lifestyle modifications and strategies to promote behaviour changes and modifications.

Unit Mapping Information

No equivalent unit.

Links

Companion Volume implementation guides are found in VETNet -

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