



**Australian Government**

**Department of Education, Employment and Workplace Relations**

# **SISFFIT307A Undertake client health assessment**

**Release: 2**

## **SISFFIT307A Undertake client health assessment**

### **Modification History**

Not Applicable

### **Unit Descriptor**

This unit describes the performance outcomes, skills and knowledge required to review client screening information, discuss fitness goals with the client, and conduct a basic fitness appraisal in preparation for an exercise program.

### **Application of the Unit**

This unit applies to exercise instructors who work in facilities that provide a range of exercise programs and services such as aqua, group or gym-based to general populations including older clients and older adolescents who present with no major health conditions. It requires the ability to recognise and work within professional limitations.

This unit is applicable to those working in fitness venues, gyms or other exercise environments.

### **Licensing/Regulatory Information**

No licensing, legislative, regulatory or certification requirements apply to this unit at the time of endorsement.

### **Pre-Requisites**

Nil

### **Employability Skills Information**

This unit contains employability skills.

## Elements and Performance Criteria Pre-Content

### Elements and Performance Criteria

#### ELEMENT

#### PERFORMANCE CRITERIA

Elements describe the essential outcomes of a unit of competency.

Performance criteria describe the performance needed to demonstrate achievement of the element. Where bold italicised text is used, further information is detailed in the required skills and knowledge section and the range statement. Assessment of performance is to be consistent with the evidence guide.

1. Review pre-test screening information.

- 1.1. Access and review initial client ***pre-test screening information*** according to ***legislation and regulatory requirements*** and ***organisational policies and procedures***.
- 1.2. Advise the client of the relevance of the screening and appraisal process to developing an individualised exercise program.
- 1.3. Ascertain additional ***health information*** about the ***client*** prior to ***fitness appraisal*** and identify any factors requiring medical clearance according to organisational policies and procedures.
- 1.4. Recommend client seek ***medical or allied health professional*** assistance, where required before proceeding with fitness appraisal according to organisational policies and procedures.

2. Determine the fitness goals of clients.

- 2.1. Determine the ***perceived benefits*** clients expect from the exercise program.
- 2.2. Discuss the client's habits, cultural expectation lifestyle, family situation, likes and dislikes which might impact on the prescription of an appropriate exercise program.
- 2.3. Provide relevant information on the impact of poor lifestyle behaviours on health and fitness to the client.
- 2.4. Consult with the client to develop and document short and long-term ***fitness goals***.
- 2.5. Match fitness goals to products and services available in the fitness industry.

3. Conduct a basic fitness appraisal.

- 3.1. Select appropriate tools and ***appraisal methods*** according to the clients' current fitness capacity.
- 3.2. Organise ***fitness assessment equipment*** required for the appraisal as appropriate.

**ELEMENT****PERFORMANCE CRITERIA**

- 3.3. Conduct basic fitness appraisals ensuring the safety of the client according to organisational policies and procedures.
  - 3.4. Explain the results of the fitness appraisals to the client and recommend an appropriate *exercise program*.
  - 3.5. Record recommendations for the client's exercise program according to organisational policies and procedures.
  - 3.6. Develop a client profile that can be used to develop an individualised exercise program.
  - 3.7. Identify signs of poor exercise tolerance and reason for discontinuation of a fitness appraisal.
  - 3.8. Use energy, water and other resources effectively when cleaning, preparing and maintaining equipment and activity areas to reduce negative environmental impacts.
4. Motivate and encourage clients.
- 4.1. Determine the client's level of commitment to the exercise program.
  - 4.2. Apply *motivation techniques* to help the client identify barriers to adherence and to set effective and manageable exercise goals according to *fitness levels*.
  - 4.3. Assist the client to identify behavioural changes to improve long-term adherence to an exercise program.
  - 4.4. Advise the client on techniques that may increase their adherence to exercise.
  - 4.5. Recognise and use the factors that encourage people to adhere to exercise programs when instructing clients.
  - 4.6. Recognise and apply common reasons for discontinuation of exercise programs when settling program guidelines.
  - 4.7. Discuss habits, lifestyle, family situation likes, dislikes which might impact on writing an appropriate exercise program with the client.
  - 4.8. Use the physical and the psychological characteristics that apply to each stage of fitness, stages of change and the most appropriate form of motivation at each level when instructing clients.
  - 4.9. Direct clients to understand and overcome their own barriers to the continuation of an exercise program.

**ELEMENT****PERFORMANCE CRITERIA**

- 4.10. Identify the steps involved in establishing a behavioural change that results in their long term adherence to an exercise program to the client and use when instructing clients.
- 4.11. Take into account people's idiosyncrasies, *cultural and social differences*, behavioural patterns and industry standards when instructing clients.

## Required Skills and Knowledge

This section describes the skills and knowledge required for this unit.

### Required skills

- communication skills to:
  - elicit information from clients about their needs and expectations
  - consult with clients about fitness goals
  - clarify screening information provided by clients
  - convey information about the fitness appraisal process and appraisal results
- problem-solving skills to:
  - select fitness tools and methods appropriate to the client's fitness capacity
  - assist the client to identify techniques to adhere to an exercise program
- literacy skills to review and clarify information in a health screening questionnaire, determine further information required and develop a client profile
- ability to recognise and refer to medical or allied health professionals.

### Required knowledge

- organisational policies and procedures to enable ethical and compliant collection, use and storage of client information
- factors that motivate people to commence and stay with a long term exercise program
- purpose and process of fitness appraisals to enable accurate information to be communicated to clients and accurate responses to be made to client queries
- fitness industry standards and practices for the conduct of safe fitness appraisals
- tools and methods to conduct fitness appraisals that enable client fitness capabilities to be assessed accurately
- medical and health conditions indicating the need for a medical clearance
- own professional limitations relating to safe operation and scope of practice
- physical and psychological characteristics that apply to each stage of fitness (such as preparation, conditioning, recovery and adaptation phases) to enable fitness appraisals to provide accurate information for the development of an appropriate exercise program
- motivational techniques to support client adherence to the exercise program
- stages of change and appropriate motivational strategies for each stage
- exercise adherence and behaviour change
- general characteristics of the main social and cultural groups in Australian society and the key aspects that relate to their cultural and religious protocols and preferences for exercise.

## Evidence Guide

The evidence guide provides advice on assessment and must be read in conjunction with the performance criteria, required skills and knowledge, range statement and the Assessment Guidelines for the Training Package.

### Overview of assessment

#### Critical aspects for assessment and evidence required to demonstrate competency in this unit

Evidence of the following is essential:

- develops a rapport with a range of clients based on gender, age, physical capacity, fitness goals and level of motivation
- treats client information with sensitivity and discretion, displays client empathy and puts clients at ease during the fitness appraisal process
- undertakes fitness assessments based on the fitness goals and physical capacity of the client and makes informed recommendations on appropriate exercise programs or the need to seek medical or allied health assistance
- identifies motivational techniques and strategies appropriate to a range of clients with different needs to support and encourage adherence to an exercise program
- applies effective contingency management techniques to deal with a range of problems and issues that may arise during the appraisal process such as difficult or demanding clients with unrealistic fitness expectations

#### Context of and specific resources for assessment

Assessment must ensure completion of client induction and screening processes for a range of clients with different needs to demonstrate competency and consistency of performance

Assessment must also ensure access to:

- a facility where appropriate fitness appraisal equipment is available
- a range of clients with a range of real or simulated fitness needs and expectations and fitness assessment equipment to conduct the appraisal
- documentation such as initial client health screening information, written facility information about available exercise programs and services and organisational policies and procedures relating to client fitness appraisals.

#### Method of assessment

A range of assessment methods should be used to assess

practical skills and knowledge. The following examples are appropriate for this unit:

- observation of client consultations to determine their fitness goals
- oral and or written questioning to assess knowledge of fitness industry standards and practices for fitness appraisal of clients
- portfolio of completed fitness appraisals
- third-party reports from colleagues or supervisors detailing work performance.

Holistic assessment with other units relevant to the industry sector, workplace and job role is recommended, for example:

- SISFFIT304A Instruct and monitor fitness programs.



## Range Statement

The range statement relates to the unit of competency as a whole. It allows for different work environments and situations that may affect performance. Bold italicised wording, if used in the performance criteria, is detailed below. Essential operating conditions that may be present with training and assessment (depending on the work situation, needs of the candidate, accessibility of the item, and local industry and regional contexts) may also be included.

***Pre-test screening information*** may include:

- lifestyle evaluation
- fitness goals
- time availability
- exercise history
- likes and dislikes
- medical history
- medications
- informed consent
- clearance letter from an allied health professional or medical practitioner.

***Legislation and regulatory requirements*** may include:

- occupational health and safety
- duty of care
- privacy
- anti-discrimination
- copyright
- licensing
- child protection
- trade practices
- consumer protection
- environmental
- business registration and licences.

***Organisational policies and procedures*** may include:

- privacy
- confidentiality
- medical clearance
- risk management
- client record systems
- collection and use of client information
- client referral procedures
- recording appraisal information.

***Health information*** may include:

- medical conditions
- injuries
- prescribed medication
- medical and exercise history
- functional limitations.

- Client*** may include:
- experienced or inexperienced
  - various ages
  - screened
  - active or inactive
  - pre-natal
  - post-natal
  - menopausal.
- Fitness appraisal*** may include:
- cardiorespiratory endurance
  - blood pressure
  - range of movement
  - strength
  - body composition
  - waist- hip ratio
  - girth measurements
  - skin folds.
- Medical or allied health professional*** may include:
- sports medicine physician or staff specialist
  - general practitioner
  - physiotherapist
  - accredited exercise physiologist
  - occupational therapist
  - remedial massage therapist
  - chiropractor
  - osteopath
  - accredited practising dietician
  - psychologist
  - aboriginal health worker
  - diabetes educator.
- Perceived benefits*** may include:
- cosmetic
  - health
  - social or recreational
  - athletic.
- Fitness goals*** may include:
- improved health
  - enhanced appearance
  - increase muscle mass
  - body fat reduction
  - cardiovascular endurance
  - improved flexibility
  - increased strength.
- Appraisal methods*** may include:
- heart rate response
  - pulse response
  - blood pressure response

***Fitness assessment equipment*** may include:

- respiration rate response
- skin colour response
- rate of perceived exertion
- exercise form
- work output.
- tape measure
- stadiometer
- scales
- sit and reach box
- bicycle ergo meter
- heart rate monitor
- bio-impedance machine
- camera
- goniometer
- stethoscope
- spirometer
- dynamometer
- sphygmomanometer (manual and digital)
- skin fold callipers
- step up
- stop watch.

***Exercise program*** may include:

- motivational strategies for a client
- realistic goals
- phases
- specific exercises
- expected outcomes.

***Motivation techniques*** may include:

- arousal control techniques
- zone of optimal function.

***Cultural and social differences*** may include:

- modes of greeting, farewelling and conversation
- body language, including use of body gestures
- formality of language
- clothing

***Fitness levels*** may include:

- beginner
- relatively fit
- advanced.

## **Unit Sector(s)**

Fitness

## **Competency Field**

Fitness