

Title	Apply motivational techniques to enhance exercise participant commitment to individual exercise programmes		
Level	4	Credits	5

Purpose	People credited with this standard are able to: demonstrate knowledge of successful behavioural change in terms of exercise participation and adherence, and motivation for exercise participants; and, provide support and motivation to enhance participant commitment to an individual exercise programme.
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Classification	Exercise > Fitness Assessment and Exercise Instruction
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Available grade	Achieved
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Guidance Information

- 1 All learning and assessment within this unit standard must be carried out in accordance with the following, as relevant to their role:
 - relevant legislation including Health and Safety at Work Act 2015, Privacy Act 1993, Consumer Guarantees Act 1993, Accident Compensation Act 2001, and any subsequent amendments;
 - guidelines and codes of practice applicable to this standard include the Code of Ethical Practice endorsed by Exercise New Zealand;
 - organisational policies and procedures including Emergency Action Plans (EAPs) and Standard Operating Procedures (SOPs).

Outcomes and performance criteria

Outcome 1

Demonstrate knowledge of successful behavioural change in terms of exercise participation and adherence.

Performance criteria

- 1.1 Explain the different stages of behavioural change and common behaviours at each stage.
- 1.2 Describe the skills, knowledge and desires required by the exercise participant to accomplish successful behavioural change.
- 1.3 Describe factors that may affect exercise adherence.

Range personal, environmental, psychological.

- 1.4 Describe the psychological benefits of regular exercise and exercise participation.
- 1.5 Identify instructor actions that can enhance exercise adherence.

Outcome 2

Demonstrate knowledge of motivation for exercise participants.

Performance criteria

- 2.1 Explain how the motivational needs of exercise participants may differ.
- 2.2 Explain the selection and use of motivational techniques on exercise participants with differing motivational needs.
- 2.3 Explain the role of motivation in enhancing participant commitment to an individual exercise programme.

Outcome 3

Provide support and motivation to enhance participant commitment to an individual exercise programme.

Performance criteria

- 3.1 Gather and analyse information on the exercise participant's screening assessment, fitness level, exercise programme, attendance record and goals to identify potential motivational recommendations.
- 3.2 Discuss current attendance, planned attendance and agreed goals with the exercise participant and identify performance differences.
- 3.3 Establish factors that have helped or hindered the exercise participant's progress and identify them as internal or external.
- 3.4 Develop strategies and actions with the exercise participant in the areas of support, planning, and effort.
- 3.5 Confirm or update exercise goals and record the activities required to achieve the new goals.
- 3.6 Adapt the exercise programme in line with the agreed changes to enhance participant's adherence and motivation.
- 3.7 Apply motivational techniques while instructing individual exercise participants as appropriate to each individual's motivational needs.

Planned review date	31 December 2022
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	23 November 2017	N/A

Consent and Moderation Requirements (CMR) reference	0099
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Comments on this unit standard

Please contact Skills Active Aotearoa Limited info@skillsactive.org.nz if you wish to suggest changes to the content of this unit standard.