

Title	Apply motivational techniques to enhance client commitment to a personal training programme		
Level	4	Credits	2

Purpose	People credited with this unit standard are able to explain the role of motivation in enhancing client commitment to a personal training programme, and apply motivational techniques to enhance client commitment to a personal training programme.
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Classification	Fitness > Fitness Assessment and Individual Fitness Instruction
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Available grade	Achieved
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Guidance Information

- 1 Fitness Sector unit standards use the term *facility* to refer to the workplace, which may be a fitness centre, a recreation centre, an aquatic centre, or a community centre, where fitness activities take place. Where usage is unclear, it may help to consider *facility standards* as being equivalent to *employer standards*.
- 2 Competence in this unit standard requires knowledge of the hierarchy of controls outlined in the Health and Safety in Employment Act 1992: elimination of significant hazards; isolation of significant hazards when elimination is not possible; and minimisation of significant hazards where elimination and isolation are not possible.
- 3 Competence in this unit standard must be demonstrated to meet facility standards. Competence may be demonstrated in simulated situations related to an existing fitness and/or recreation facility or enterprise. If this unit standard is being assessed in an on-job situation, then references to simulated situations may be considered redundant, except in respect of emergency procedures.
- 4 *Correct form* in the execution of exercises is form that uses biomechanically sound body alignment, and the fullest range of movement consistent with safety for all joints involved, and that uses as prime movers, those muscles and/or muscle groups for which the exercise is designed. In some cases, the main feature of correct form will be the isolation of effort into a single muscle group. In others, the main feature of correct form will be co-ordinated sequential employment of several muscle groups.
- 5 *Spotting* refers to the practice of providing manual support to the resistance training equipment or the body of the user to facilitate the completion of the exercise movements and/or the return of the equipment to a stable rest position. A spotter is the person who provides such support for an exercise participant.
- 6 Competencies included within this unit standard are relevant to individuals working in the fitness industry, either as personal trainers, or as individual fitness instructors.

Outcomes and performance criteria

Outcome 1

Explain the role of motivation in enhancing client commitment to a personal training programme.

Performance criteria

- 1.1 Explanation identifies the effect of motivation on an individual's commitment to a personal training programme.
- 1.2 Explanation examines the effect of motivational techniques on individuals with different motivational needs.
- Range motivational techniques must include - vocals (encouraging, challenging, positive reinforcement), body language, spotting, role modelling.

Outcome 2

Apply motivational techniques to enhance client commitment to a personal training programme.

Performance criteria

- 2.1 Motivational language used when instructing individual clients is clear, concise, and varied.
- 2.2 Exercises are demonstrated to individual clients with correct technique and form.
- 2.3 Application of motivational techniques while instructing individual clients is appropriate to each individual's motivational needs, and the nature and phase of the task that each client is performing.

This unit standard is expiring. Assessment against the standard must take place by the last date for assessment set out below.

Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	16 December 1997	31 December 2020
Revision	2	17 March 2000	31 December 2020
Review	3	17 December 2001	31 December 2020
Review	4	23 November 2017	31 December 2020

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>.

This unit standard is expiring