

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.

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	23 November 2017	31 December 2027
Review	2	27 March 2025	31 December 2027

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>.