

Recognition of Prior Learning (RPL)

Candidate Application Kit

SIS40221 Certificate IV in Fitness

Information for Candidates

Dear Candidate,

Thank you for enquiring about Recognition of Prior Learning (RPL) for qualifications offered at the Australian Fitness Academy.

RPL:

The current Australian Qualifications Framework (AQF) definition of RPL is:

Recognition of prior learning is an assessment process that involves assessment of an individual's relevant prior learning (including formal, informal and non-formal learning) to determine the credit outcomes of an individual application for credit. <u>https://www.aqf.edu.au/sites/aqf/files/rpl-explanation.pdf</u>

Example: completing similar learning from a unit within a university degree or obtaining skills and knowledge through 'on the job' training

Credit Transfer (CT):

The current Australian Qualifications Framework (AQF) definition of CT is:

Credit transfer is a process that provides students with agreed and consistent credit outcomes for components of a qualification based on identified equivalence in content and learning outcomes between matched qualifications. <u>https://www.aqf.edu.au/sites/aqf/files/credit-transfer-explanation.pdff</u>

Example: completing the same Unit of Competency as part of another AQF qualification

The Australian Fitness Academy offers RPL/CT for Units of Competency that make up the following qualifications:

- SIS30321: Certificate III in Fitness
- SIS40221: Certificate IV in Fitness

RPL/CT is offered to candidates who have completed studies in allied areas to health and fitness or have relevant work or life experiences in the health and fitness industry. The RPL/CT process involves matching the skills and knowledge acquired from formal and informal learning and industry experience against the unit requirements of the qualification. If sufficient and accurate evidence is presented by the candidate then RPL/CT may be granted for all or some of the units contained within the qualification.

Candidates may apply for RPL/CT in some or all of the units from the qualification. RPL/CT will not be granted for parts of units. However, exemptions from individual assessments that make up part of a unit may be granted where appropriate.

Candidates applying for RPL or CT in both Certificate III and IV in Fitness must complete separate Candidate Application Kits for each qualification. Completion of SIS30321 Certificate III in Fitness is required before RPL in SIS40221 Certificate IV in Fitness can be considered. Applicants may choose to submit both Certificate III and IV RPL applications at once, or submit the Certificate IV application upon completion of Certificate III. Regardless of when the Certificate IV in Fitness application is submitted, it will not be assessed until completion of the SIS30321 Certificate III in Fitness qualification or the pre requisite units.

Currency – Candidates are encouraged to include both past and present evidence of their skills and knowledge in this application. However, due to the evolving nature of the fitness industry, some qualifications and work experience completed more than 4 years ago may no longer meet current industry standards. In this case, RPL is unlikely to be granted unless evidence of more recent relevant professional development can be provided.

The completed Candidate RPL Application Kit and the evidence submitted as part of the application will be used in the assessment process to determine RPL outcome. Candidates are able to ask questions or clarify any areas of the assessment at any stage by contacting AFA Student Support on (03) 9532 7800 or emailing <u>studentsupport@afa.com.au</u>.

Qualification and Units of Competency

Entry requirements:

To be eligible for entry into the SIS40221 Certificate IV in Fitness qualification, candidates must have demonstrated competency in the following units:

- SISFFIT032 Complete pre-exercise screening and service orientation
- SISFFIT033 Complete client fitness assessments
- HLTAID011 Provide First Aid
- HLTWHS001 Participate in workplace health and safety
- SISFFIT040 Develop and instruct gym based exercise programs for individual clients
- SISFFIT047 Use anatomy and physiology knowledge to support safe and effective exercise
- SISFFIT035 Plan group exercise sessions
- SISFFIT036 Instruct group exercise sessions
- SISFFIT052 Provide healthy eating information
- BSBOPS304 Deliver and monitor a service to customers
- BSBPEF301 Organise personal work priorities

Packaging rules:

To receive a full SIS40221 Certificate IV in Fitness qualification, 17 units must be completed (10 core units and 7 elective units). The following units are the only units in the SIS40221 Certificate IV in Fitness qualification offered by the Australian Fitness Academy and the only units from this qualification where RPL/CT is available. For certificate IV completion, Australian Fitness Academy offers two modules for students to select one of, these are detailed below. Please ensure you identify which module you are applying for in part 1 of the self-evaluation.

Qualification	SIS40221 Certificate IV in Fitness
Unit Code	Unit Description
Core Units	
SISFFIT045	Develop and instruct personalised exercise programs for adolescent clients
SISFFIT053	Support healthy eating for individual fitness clients
SISFFIT041	Develop personalised exercise programs
SISFFIT042	Instruct personalised exercise sessions
SISFFIT043	Develop and instruct personalised exercise programs for body composition goals
SISFFIT044	Develop and instruct personalised exercise programs for older clients
SISFFIT049	Use exercise science principles in fitness instruction
CHCCOM006	Establish and manage client relationships
SISFFIT050	Support exercise behaviour change
SISFFIT051	Establish and maintain professional practice for fitness instruction
Elective Units	
SIRXHWB001	Maintain personal health and wellbeing
SISFFIT034	Assess client movement and provide exercise advice
BSBESB301	Investigate business opportunities
BSBESB302	Develop and present business proposals
Module - Strengt	h & Conditioning
SISXCAI005	Conduct individualised long-term training programs
SISXCAI009	Instruct strength and conditioning techniques
SISXCAI010	Develop strength and conditioning programs
Module - Exercis	e & Technology
SISFFIT046	Plan and instruct online exercise sessions
SISXIND012	Select and use technology for sport, fitness and recreation work
SISXIND009	Respond to interpersonal conflict

For a full description of this qualification and each individual unit, please visit www.training.gov.au

AFA RPL Application Process



Preparing your RPL Candidate Application

Step 1: Documentation and self-evaluation

• Complete the Self Evaluation (Part 1 and Part 2) contained in this RPL Candidate Application Kit.

The self- evaluation provides you with the opportunity to list and source evidence of your relevant work experience, qualifications, courses and skills that may contribute towards your application.

- Attach all supporting evidence and documentation you have listed in the Self Evaluation and complete the Application Checklist on the last page of this RPL Candidate Application Kit
- Return the completed RPL Candidate Application Kit and all documentation to info@afa.com.au

Step 2: Interview and questioning with an Assessor (if required)

Once your RPL Candidate Application Kit has been received, an AFA Assessor will review your self-evaluation and supporting evidence and match your skills and knowledge to the units in the qualification.

If required, the AFA Assessor will then contact you to arrange a time for an interview to discuss your selfevaluation and supporting evidence.

During this conversation, you may also be required to answer questions relating to your work experience and fitness knowledge. This questioning forms part of the assessment, as it will identify your current fitness industry knowledge and skills and add evidence to any gaps in your self-evaluation.

Step 3: Demonstration/observation of your skills (if required)

If the evidence you submitted in your original application is not sufficient for the Assessor to make a judgement about your competency, the Assessor may contact you to organise a time to observe you demonstrate your skills. This may be done via live video streaming over the internet (or similar technology).

Your Assessor will identify the skills they want you to demonstrate by asking you to complete specific tasks that relate to the job role of a **Personal Trainer**. E.g. undertake a body composition testing and a functional movement analysis for a client or design and implement a personal training program for a client or group of clients under different circumstances.

The time and date of this observation will be agreed upon and you will be given a copy of the task requirements prior to the date of your demonstration. The Assessor may ask you questions during the session as part of this process to establish/ confirm your knowledge.

Step 4: Verification and Third Party Report

To finalise your application outcome, the Assessor will contact the employer and referees you have provided in the self-evaluation to confirm your previous work experience and vouch for your skills and knowledge.

Your Assessor may correspond with your employer or referee via email or phone or ask them to complete and return a third party written report.

Step 5: Outcome and Notification

Once the Assessor is satisfied all evidence has been reviewed, a decision will be made as to whether:

- a. You are able to receive RPL for all units of competency in the qualification, or
- b. You are able to receive RPL in some units of competency, but must to undergo further gap training to complete the full qualification, or
- c. No RPL is able to be granted and you are required to complete the full qualification under normal training arrangements

You will be notified via email regarding the outcome of your RPL application.

If you require further gap training or need to complete the full qualification under normal training arrangements, you will be provided with a Training Plan. The Training Plan will outline both the training and assessment you have received exemption from (if applicable) as well as the training and assessment you must complete in order to obtain competency in any remaining units and complete the qualification.

At the completion of your enrolment period, you will receive a Statement of Attainment or a Certificate and Record of Results to indicate the outcome of your training and assessment in each of the units.

If you have successfully demonstrated competency in all units via RPL and no further gap training is required, you will be issued with a Certificate and a Record of Results to indicate the outcome of your training and assessment in each of the units.

The remaining balance of fees for your Certificate III in Fitness course must be paid before the Certificate or Record of Results can be issued.

Self-Evaluation – Part 1

Part 1 of the Self-Evaluation provides an opportunity for you to list areas of your qualifications and experience that will support your RPL application. Please complete all sections in detail.

Personal Details								
Surname								
First name/s								
Qualification in which you are seeking RPL SIS40215 Certificate IV in Fitness								
Module applying for	RPL:		Strength &	Conditionin	g			
		D 1	Exercise an	d Technolog	SY.			
Date								
Formal Qualification	s & Educ	cation	1					
Qualification title an	d code		Training Institutio	Provider/ on	Start Date	End Date	Attach unit transcript and unit descriptions	
E.g. MU565 - Bachelor of Sports Science		Melbourne University		Feb 2012	Nov 2015	X Transcript X Unit descriptions		
							TranscriptUnit descriptions	
							TranscriptUnit descriptions	
						TranscriptUnit descriptions		
Further Training and	Profess	ional	Developm	ent				
Workshop/Course & Provider	Start Date		EndBrief description of course objectives and outcomes		Attach certif	ficate or proof of		
E.g. Fundamentals of Kettlebell Training (Australian Fitness Academy	Nov 20.	18	Jan 2019	Identify teaching points, modification options, common technique errors of grinding and ballistic kettlebell exercises		X Certificate Other proof of completion		
						Certifica	te oof of completion	

		Certificate
		Other proof of completion
Current Employment (you may leave resume and your resume is attached v		listed below has been included in your
Are you currently employed?	Yes D No D	
If 'yes', in which occupation are you currently employed?		
What is your current job title?		
Who is your current employer?		
Approximately how long have you worked in this job?	year/s	month/s
Is this occupation in the same industry as the industry in which you are applying for recognition?	No 🔲 (go to the next table)	Yes (please list below the main tasks you perform as part of your work that are relevant to your RPL application)
If you have further recent industry experie résumé.	nce relevant to your application, please	e attach another sheet or your current

Previous Employment History (Only include employment history that is relevant to this application. You may leave this section blank if all information listed below has been included in your resume and your resume is attached with this application)

Name, address and phone number	Period of employment (DD/MM/YYYY)		Position/s held	Full-time Part-time	Description of major duties	
of employers	From	То		Casual	5	

Other relevant experiences or informal training (eg volunteer work, participation in relevant hobbies etc)							
If you have any relevant informal (non- employment based) experiences, please list them below.							
Experience	Start Date	End Date	Description of tasks performed				

Professional Referees (relevant to current/recent fitness industry employment and if not listed on your attached résumé). These may be different to your workplace supervisor.

Referee 1	
Name	
Position	
Organisation	
Address of organisation	
Phone number	
Mobile number	
Email address	
Referee 2	
Name	
Position	
Organisation	
Address of organisation	
Phone number	
Mobile number	
Email address	

Rate your knowledge and skills against the job roles of a Personal Trainer:							
	Yes	No	Possibly				
I think my experience is of a high level.							
I think I am skilled to do this job.							
I know how to do the work tasks really well.							
I can explain my experience and provide documentary evidence.							
I have undertaken much of this work without supervision.							
Is there any further information you wish to give in support of your	Is there any further information you wish to give in support of your application?						

AFA/ Document 55 – SIS40221: Cert IV in Fitness RPL Candidate Application Kit/ Version 26

Self-Evaluation – Part 2

Part 2 of the Self-Evaluation enables you to provide evidence of your skills and knowledge against the specific requirements of each unit of competency. Similar units have been grouped together into 10 sections so you only need to list your evidence for the section, rather than each unit. It also provides the Assessor with an indication of whether you believe you meet the criteria of the unit and where it can be demonstrated in your supporting evidence.

For each of the tasks listed in Section 1-10 tables on the following pages:

- 1. Confirm whether you currently perform/have performed:
 - All of the task (you have performed all components of the listed task)
 - **Some parts of the task** (you have performed some components of the task listed, but have not performed others)
 - None of the tasks (you have not performed any components of the listed task before)
- Provide and attach documentation as evidence to support your ability to perform each task/criteria. A description of different types of evidence is provided on the following page and specific examples that relate to the topic for each section is provided in each of the tables.

Complete the List of Attached Documents section at the end of this RPL Candidate Application Kit and ensure you have attached all documents.

Please note:

- Documents can be submitted in the form of paper, electronic files, photos, videos etc.
- Documents can be listed against more than one task
- Not every task/criteria needs to have supporting documents. Please only list evidence that is relevant.
- List and number each of the documents/files to assist the Assessor to locate your evidence
- When submitting transcripts for units of a completed qualification, please also include the unit summary, outline or description. A list of unit titles is not enough evidence for assessors to determine the content covered in the completed unit.
- If listing a course unit transcript as evidence, please list the relevant unit code that matches the specific task
- For privacy and confidentiality, please remove all personal information from any workplace documents you provide

Original documents such as certificates and unit transcripts must be cited by the AFA assessor. Alternatively, copies of these documents can be submitted provided they have been certified by an authorised personnel such as a Justice of the Peace, Police Officer, Pharmacist etc.). AFA will not accept copies of documents that have not been certified.

Common documents used for evidence:

Evidence Type	Description
Certificate/ Testamur	An official document from a training provider that confirms you have achieved a qualification. The certificate should include details such as: - your name - qualification title and code - certificate number - issue date - official signature or stamp from the training organisation
Unit Transcript/ Statement of Results/ Statement of Attainment/ Academic Transcript	 An official list of units completed within a qualification, issued by the training organisation. The transcript should include details such as: your name completion date training organisation name and details unit name and code result or outcome of the units
Unit Description/ Outline/ Summary	A description outlining the content of information or curriculum covered in each of the units you have studied. The unit description may also outline the assessments included for the unit.
Resume/ Curriculum Vitae	 A collection of information that must include the following: your personal contact details a list of your formal qualifications and training details of your previous employment including: name of employer job title dates of employment job tasks performed, key responsibilities and achievements during your employment a list of referees (contact details of people from your current and previous employment, such as a manager, that can verify and provide feedback on your job performance) Resumes may also include information such as: professional development completed relevant skills hobbies/areas of interest volunteer work
Position Description	A company document provided by your employer that outlines the roles, responsibilities, regular job tasks and key performance indicators you are expected to perform as part of your job role and employment. It may also outline the key skills and attributes or qualifications you are expected to have to meet the requirements of the position.
Testimonial	Usually a written letter or email that someone has provided to you in their own words outlining the experience they have had with you and the types

of tasks they have witnessed you perform whilst working with you in your relevant job role.
Testimonial may come from clients, colleagues or employers.
 Testimonials should include as much detail as possible. For example: specific job tasks performed key responsibilities specific achievements summary of specific skills (eg performing health and fitness assessments, designing and instructing a strength program) frequency that tasks were performed
 Detailed copies of fitness programs you have actually planned and instructed for real clients. You should provide multiple programs for multiple clients that address a variety of different client training goals and use a variety of training methods, such as: body composition change (such as hypertrophy and weight loss) cardio, resistance and circuit training strength power flexibility endurance training for specific populations such as older adults, children, women, culturally and linguistically diverse people, people under supervision from allied health professionals Multiple programs should be provided for each client to demonstrate progression, modifications and monitoring over a period of time. Program dates should be clearly displayed with changes and modification easily visible.
For confidentiality and privacy reasons, you should remove client names and contact details from the documents.
Copies of completed documents commonly used in the workplace as partof your job role. Examples may include:A cleaning or equipment maintenance checklist or inventoryA nincident/accident reportA workplace risk assessmentA client pre-exercise screening formA client pre-exercise screening formA client referral form

Other Evidence	 Other forms of evidence that may support your application can include: Working with children checks Industry Registration Certificates (e.g. Ausactive, Fitrec, Physical Activity Australia, ESSA) Memberships of other professional associations, networks Photos and videos Website URLs Business documents such as marketing materials, business registration Certificates of participation in professional development courses Logbooks Training Records
----------------	---

Note: Original documents such as certificates and unit transcripts must be cited by the AFA assessor. Alternatively, copies of these documents can be submitted provided they have been certified by an authorised personnel such as a Justice of the Peace, Police Officer, Pharmacist etc. AFA will not accept copies of documents that have not been certified.

Section 1	Establishing Yourself As a PT							
Candidate's name					Date completed			
SIRXHWB001 N	PL for any units in this section? Pleas laintain personal health and wellbein blish and maintain professional pract unit can be viewed at <u>www.training.gov</u> .	ig tice for fitr		ction	tasks listed for this section ind - List similar units the transcript an - Evidence of utilis client needs (eg - Position descript - Evidence of prof professional dev - Copies of comm allied health pro - Subscription to e fitness instruction - Testimonials from - Copies of permit programs in pub - Copies of enviro reports conducte programs in pub - Copies of client of behavioural expo- and spaces - Registration with	from a qualification and provide a copy of ad unit description sing evidence based information to support completed research) tion outlining job role dessional development and use of a relopment plan unication with industry such as medical and fessionals evidence based information relevant to on m clients ts or permit applications to perform training lic open spaces nmental impact evaluations, surveys or ed while undertaking personal training		
I ca Task/Criteria All of the task			n perform/ł performed:		-	ntation provided to support claim: ne document you are providing for easy reference.		
		-	Some of the task	None of the task	If using a course unit transcript a	as evidence, please list the relevant unit code that matches the task		

Example:	x	Doc # 1: Bachelor of Health Science Unit Transcript (Unit HNT104, EXC203)
 Maintain personal health and wellbeing by: Identifying sources of workplace fatigue & stress Adopting work routines and processes that limit fatigue and promote work/life balance Implement techniques to build workplace stamina and resilience and effectively respond to stressors 		
Identify work/life balance priorities and implement techniques to support desired balance to ensure personal health and wellbeing is maintained.		
Identify internal and external sources of support and assistance relevant to workplace health and wellbeing.		
Demonstrate knowledge of the existence and purpose of industry bodies that develop practices and standards as well as the ability to source information from credible sources about the current context for fitness instruction in Australia and identify and evaluate key aspects of - Three established industry practices/standards (industry accreditation, registration quality assurance schemes, code of conduct/practice, scope of practice) - Three legal or ethical requirements (confidentiality, informed consent, duty of care, permits)		

 Demonstrate the ability to use critical thinking processes to analyse and respond to the fitness instruction needs using evidence-based information for each client need by: identifying and evaluating evidence-based information -Developing and documenting a response to the clients needs that is supported by analysis and evidence (Evidence of above is required for a minimum of 2 clients) 			
Review own professional development by reflecting and evaluating fitness instruction strengths and areas of improvement. Identify sources of industry information about professional development and document actions for improving own skills and knowledge. Reflect on practice in fitness instruction to learn daily, guide decision making and link with professional development			
Communicate with industry, medical/allied health professionals in regards to clients with ongoing health issues and discuss: - Client health and fitness status - Program progress - Questions of concern - Client response to exercise - Client goals			

(Evidence of above is required for a minimum of 2 clients)		
Demonstrate knowledge of how to access and search practitioner registers and understand referral systems and communication protocols for providing and receiving information about clients health and progress		
Demonstrated knowledge and understanding of environmental sustainability consideration for outdoor spaces to ensure minimal impact. Understanding of local government minimal impact codes and threats to the operation of exercise activities in public outdoor spaces		
Demonstrate knowledge of different models of work for fitness instructors and how they impact work practices (employed vs self-employed)		
Demonstrate the benefits to establishing professional relationships, behaviours to support effective relationships, networking opportunities as well as any barriers to creating and maintaining effective relationships		
Utilise critical thinking to evaluate information and organise it for use in day to day practice. Identify contemporary issues in fitness and how it impacts the workplace and clients		

Section 2	Personal Training Methods						
Candidate's name	Candidate's name				Date completed		
 SISFFIT041 Devel SISFFIT042 Instru SISFFIT049 Use e 	PL for any units in this section? Pleas op personalised exercise programs act personalised exercise sessions exercise science principles in fitness in unit can be viewed at <u>www.training.gov</u> .	nstructior			 this section include: List similar units from transcript and unit des Documentation or not where information of communication is com Copies of regular clien performance measure up and monitoring etc Professional developm exercise science, prog Copies of client session programs for a variety female and a client wit Client feedback or test success of exercise prog Modifications made to precautions and progr Client personalised ex diaries Exercise session notes Copies of communication 	es of client discussions/appointments exercise habits, allied health professional ducted t health and fitness assessments or s, reviews, progress charts, regular follow nent course certificates relating to ram design, exercise instruction n plans and personalised exercise of goals and demographics (a male, a th medical guidance) timonials that include information about ograms, progression of exercise programs o client programs to address difficulty, ess ercise session log history or training and planning notes ions with personal training clients	
Ta	ask/Competency	I can perform/have performed: All of Some None the of the of the task task task		l: None of the	Include the number and name the doc using a course unit transcript as evid	on provided to support claim: ument you are providing for easy reference. If ence, please list the relevant unit code that hes the task	
Example:		x			Doc # 1: Bachelor of Health Science Unit	: Transcript (Unit PSY204)	

		Doc # 2: Copies of client testimonials
Identify client needs by a pre screening and fitness assessment process and the implications to exercise programming such as: - Client needs and exercise preference - Body composition data - Fitness data to indicate intensity - Client guidance provided by medical/allied health professionals for injury management or any contraindications		
 Develop, document and instruct a personalised exercise programs that incorporate both indoor and outdoor sessions and include the following types of exercises: Cardiovascular Resistance Flexibility Low and high impact Exercises that target health related components of fitness/skill related components of fitness Exercises with and without equipment Evidence must be of 3 clients (a male, a female and a client) 		
with medical guidance) with a minimum of 4 personalised programs <u>each</u> with a minimum 45 minute duration that incorporate both indoor and outdoor sessions		

	1		
 For each session instructed, provide evidence of: Preparation of the environment Pre -screen client before the sessions for current condition Use of instructional and communication techniques Safe technique demonstration Provide feedback and positive reinforcement Use of motivational communication 			
Identify situations from a pre session screening that indicates exercise precautions and modify planned exercise in response			
Evidence of 2 clients (situations) where exercise precautions are taken			
Respond to a client showing signs of over exertion or difficulty and modify their activities			
Evidence of 2 clients where modifications were made due to over exertion or difficulty			
Evaluate the effectiveness of a program, modify the program and future session content and document details of the evaluation and changes made.			
Evidence of 1 client program that has been modified upon review of its effectiveness			
Demonstrate an understanding of factors that affect the design of personalised programs such as:			

 Physical differences (different sexes, older people, ante/post natal, menopausal/post menopausal) Exercise history and current abilities Desired frequency of training sessions Client goals Medical advice Increased intensity and progression parameters 		
Effectively use client centred communication techniques for establishing rapport and building trust and how they may vary depending on individual client characteristics. When delivering sessions, demonstrate sensitivity and empathy during interactions		
The meaning of the following components of fitness, and how exercises can target client goals and improvements for each: <i>Health related components</i>		
 Cardiovascular endurance Muscle strength and endurance Flexibility (dynamic, static, PNF) Body composition 		
Skill related components:		
 Power Speed Agility Coordination Balance Reaction time Proprioception 		
Different types of high/low impact exercises and equipment:		
 Continuous Interval Free weights Gym equipment including weight machines Body weight Flexibility exercises (dynamic and static) 		

Phases of exercise sessions, and their rationale and timing:				
 Warm up Main workout Cool down/stretches 				
Components of exercise sessions and how they can be used effectively:				
 Exercise Order Volume and intensity, load of exercises Reps and sets Rep tempo Rest intervals 				
Training Techniques:-Supersets-Drop sets-Pre fatigue sets-Plyometric training-Interval training including HIIT-Circuit training-Fartlek				
Plan sessions that are sequenced and varied to enhance client motivation and program adherence and to allow for recovery from specific exercise types. Incorporate progressive increase in difficulty that responds to client's progression.				
Document sessions, evaluation and client progress according to organisational format. Complete accurate session notes that include client feedback and evaluation of own performance				
Factors to consider in session evaluation: - Structure and timing Suitability of exercises and equipment Client performance and progress				

- Trainer communication and instruction		
 Demonstrate the ability to prepare the environment and equipment prior to the sessions and use the following communication techniques: Clear and correct verbal, visual, kinaesthetic and tactile instructions Cueing and how to adapt instruction to suit different learning styles Correct and safe exercise technique demonstration Feedback and positive reinforcement Motivational communication 		
Demonstrate knowledge of scope of practice for a personal trainer in instructing personalised exercise sessions such as: - Responsibilities and limitations - Professional boundaries		
Demonstrate knowledge of factors that impact session delivery and how to respond:		
Environmental		
 Noise Indoor venue climate control and ventilation Exposure to uncomfortable and extreme weather conditions in the outdoors 		
Equipment		
 Safety and serviceability checks for equipment used 		
Client		
 Observation and verbal screening to assess client's current condition prior to starting a session Common medical conditions and injuries, contraindications and precautions for exercises 		

 How to modify exercises, intensity and load to allow safe participation 		
Observe client technique and provide corrective instruction based on observations. Provide succinct explanations about the relationship between exercises, their beneficial impacts on the body and implications for achieving fitness goals		
Monitor client performance against objectives using measures suited to the exercise such as: - Speed or timing - Loads - Endurance - Range of movement		
Identify signs of fatigue and exercise intolerance using measures such as: - Heart rate response - Talk test - RPE scale Demonstrate how to recognise and respond to common indicators of over exertion and discomfort and when exercise should be modified or stopped		
 Demonstrate use of methods to evaluate effectiveness of a personalised exercise program such as: Ongoing informal discussion with client and targeted questions to elicit opinion Ongoing observation and measurement of client progress in performance, health and skill improvements 		

 Staged formal fitness assessment and comparison measurements 		
Identify, review and interpret credible sources of evidence- based information for exercise science principles relevant to fitness instruction such as: - Adaptation - Overload - Specificity - Individualisation - Progression/regression - Reversibility		
 Document how exercise science principles are incorporated into the design of client programs, and record the following: Profile of the client How the program is systematically structured to provide progression toward a goal Rationale for the selection of exercises that relate to the principle of specificity How the principle of overload has been used to determine the volume and intensity and frequency of sessions Rationale for the types of recovery incorporated into the session 		
Minimum of four clients program designs to be documented how exercise science principles are incorporated		

Demonstrate knowledge of how each of the exercise science principles is applied to program design for the individual such as:		
How exercise science principles achieve improvements in:		
 Health related components of fitness Skill related components of fitness 		
Meaning of the following terms and application to exercise:		
Acute physiological responseChronic physiological response		
Key aspects of physiological response to exercise:		
 Acute and chronic adaptations of the cardiovascular, respiratory, musculoskeletal, neuromuscular and endocrine systems to aerobic, anerobic and strength training. Response of the neuromuscular system to high intensity, strength, power, speed and hypertrophy training Acute and chronic hormonal responses to aerobic and strength training 		
Key aspects of physiological adaptations relevant to participating in long term and endurance training:		
 Energy system and substrate utilisation Nervous system improvements Improved thermoregulation Increased lactate threshold 		
Role of exercise and fitness in injury and fall prevention and the physiological adaptations that are related to reducing risk		
Meaning of overtraining and client signs and symptoms		

Knowledge of key aspects of physiology that relate to short and long term recovery.		
Maintain knowledge of exercise science principles		

Section 3 Building & Maintainin	Building & Maintaining Client Relationships						
Candidate's name	Date completed						
 Units of competency: Are you applying for RPL for any units in this section? Please indicate: SISFFIT050 Support exercise behaviour change CHCCOM006 Establish and manage client relationships (The full content of each unit can be viewed at <u>www.training.gov.au</u>) 				 Suggested documents/evidence to support your ability to perform the tasks listed for this section include: List similar units from a qualification and provide a copy of the transcript and unit description Documentation or notes of client discussions/appointments where information of exercise habits, motivation and barriers to exercise is collected Copies of regular client health and fitness assessments or performance measures, rewards systems, progress charts, behavioural contracts, regular follow up calls etc Professional development course certificates relating to behaviour change or exercise psychology Client feedback or testimonials that include information about motivational techniques undertaken Modifications made to client programs to address barriers to exercise Job description that includes exercise behaviour change and developing client relationships as key responsibilities Registration with AusActive/ Physical Activity Australia/ESSA/Fitrec or other professional association 			
I can perform/have performed: Task/Competency All of some the of the of the task task task			Evidence/documentation provided to support claim:				
		of the	of the	Include the number and name the document you are pro using a course unit transcript as evidence, please list t matches the task			
Example:	X			Doc # 1: Bachelor of Health Science Unit Transcript (Unit Doc # 2: Copies of client testimonials	PSY204)		

Use credible sources to identify evidence-based information on key aspects of exercise behaviour change and how it can be used to provide behaviour change advice for clients		
 Support the exercise behaviour change process for clients throughout their personalised exercise programs, including: Collecting information about motivation, stage of readiness for change and barriers to exercise adherence/participation Assisting the client to plan for behaviour change by identifying ways to overcome barriers, informing of appropriate behaviour change techniques to use, discussing actions and setting goals Consistently using client-centered interactions Maintaining records about information exchanges, goals change techniques and client progress 		
Evidence of supporting the behaviour change process is required for a minimum of 3 clients.		
 Monitor client progress towards achievement of exercise behaviour change goals, including; Monitoring and communicating regularly over a period of at least 4 weeks Using techniques to enhance exercise adherence Completing a follow up assessment and discussion of progress, achievement and changing needs Evidence required for at least 1 client 		

 Demonstrate knowledge of the following in relation to supporting exercise behaviour change : Maintaining client records and confidentiality Scope of practice for a PT Credible sources of information 			
Demonstrate knowledge of the following in relation to supporting exercise behaviour change :			
 Different methods used to collect client information on behaviour change Factors influencing exercise behaviour and the process of change Common barriers to exercise participation and adherence Strategies to overcome barriers to exercise Stages of behaviour change in the fitness context Techniques for promoting exercise behaviour change across different stages of the fitness plan Goal setting The role of arousal control and strategies that facilitate it Methods and techniques used to monitor client progress and evaluate performance 			
Establish and manage client relationships and boundaries appropriately when providing services, including: building trust and respect identifying and responding to client needs exercising discretion and confidentiality seeking client information respectfully and sensitively using appropriate questioning/interviewing techniques collaborating with the client supporting and encouraging the client working within the scope of role Evidence is required for a minimum of 3 clients			

 Develop responses to situations involving difficult or challenging behaviour, including: using the most appropriate mode of communication using language and terminology the client can understand presenting information clearly and in sufficient detail confirming understanding with the client 		
Evidence is required for a minimum of 3 different situations		
Demonstrate knowledge of the legal and ethical considerations for establishing and managing client relationships such as privacy, confidentiality and disclosure, human rights and work role boundaries		
 Demonstrate knowledge of the following in relation to establishing and managing client relationships: Modes and techniques for effective communication Role of motivational interviewing during client interactions to facilitate outcomes Techniques for motivational interviewing Barriers and influences on communication and ways to respond Techniques for dealing with difficult communication situations Types of relevant information that may be provided to clients 		

Section 4	Client Movement Assessment					
Candidate's name				Date completed		
Units of competency: Are you applying for RPL for any units in this section? Please indicate: SISFFIT034 Assess client movement and provide exercise advice (The full content of each unit can be viewed at <u>www.training.gov.au</u>)				 Suggested documents/evidence to support your ability to perform the tasks listed for this section include: List similar units from a qualification transcript and provide a copy of the transcript and unit description Position description outlining provision of client movement assessment Copies of client pre-exercise screening and ongoing movement screening records Copies of client fitness programs designed and implemented to meet the needs of a movement assessment Copies of client fitness programs that include modifications to programs over a period of time Copies of client feedback or evaluation surveys Client or employer testimonials outlining specific tasks undertaken by the candidate in relation to movement analysis and exercise application Professional Development course certificates related posture, movement assessment, functional training Registration with AusActive/ Physical Activity Australia/ESSA/Fitrec or other professional association 		
	I can perform/have performed:			Evidence/documentation provided to support claim: Include the number and name the document you are providing for easy reference.		
Та	isk/Competency	OmpetencyAll of the taskSome of the taskNonethe taskof the taskof the task		of the	using a course unit transcript as evidence, please list the relevant unit code that matches the task	
Example:			x		Doc # 3: Copies of completed group to Doc #4: Copies of completed PT session	

Establish client needs by assessing the posture and movement capacity of clients by making observations of static posture, assessing dynamic posture, balance movement quality and limitations utilising the following movement patterns:		
 Squat Lunge Hinge Horizontal push Horizontal pull Vertical push Vertical pull Rotation 		
Evidence is required for a minimum of 3 different clients that includes a male, female and client aged over 55.		
Explain assessment outcomes, accurately record results, and recommend and demonstrate exercises to address identified issues. Have clients complete exercises and modify technique as required.		
Minimum of 3 exercises per client required to address identified issues required for evidence		
Demonstrate utilisation of client centred communication techniques for establishing and building trust and rapport with clients and how they may vary for everyone		

	1	1	
 Demonstrate knowledge of trainer scope of practice when assessing movement and identifying situations where referral to a medical or allied health is required, such as: Pain during movement and exercise Static postural deviations outside normal ranges Client inability to correct dynamic posture Restricted joint mobility, strength imbalance and stability concern that is limiting function. 			
Use of tools and observation for assessing static posture, and make recommendations based on structural differences identified including: - Photos and videos - Flexometers, goniometers - Plumb lines - Tape measures			
 Knowledge of influences that affect dysfunctional movement patterns and exercise technique such as: Abnormalities of the musculoskeletal system Damage to bones and connective tissue including ligaments and cartilage Asymmetric muscle tone Poor muscle strength and endurance Locomotive gait including walking, jogging and running 			
Observe client movement to identify deviations in postural alignment outside of normal ranges and functional limitations that can occur with movement and the relationship with the deviation and the potential for injury and the need for injury prevention with conditions such as:			
 Spinal curvature including lordosis and kyphosis Winged scapula Anterior tipping and tilting Upward and downward rotation Anterior and posterior pelvis 			
 Internal and external pelvic rotation Knee alignment, varus and valgus Foot rotation Pronated and supinated feet 			
---	--	--	
Identify client balance and stability limitations by understanding of balance components, disturbance and utilise exercise to support and improve balance and base of support. Understanding of what factors that can cause changes to a persons centre of gravity such as: - Age - Pregnancy - Being overweight			
Suggest and demonstrate exercises to improve posture and movement technique and prevent the likeliness of injury			
Document movement assessment outcomes and exercises in client records			

Section 5	Personal Training for Older Clients						
Candidate's name				Date completed			
SISFFIT044 Deve clients	PL for any units in this section? Pleas elop and instruct personalised exercis unit can be viewed at <u>www.training.gov</u> .	se progra		der	 listed for this section include: List similar units from copy of the transcription implementing progrimes of client pre-assessment records Copies of client fitned meet a variety of old Copies of client fitned exercise equipment Copies of older adult modifications to proceed of the copies of client field of the copies of the cop	o support your ability to perform the tasks m a qualification transcript and provide a ot and unit description outlining provision of designing and ams for older adults exercise screening and ongoing fitness for older adults ess programs designed and implemented to der client needs, goals and experience levels ess programs that include a variety of suitable for older adults t client fitness programs that include ograms over a period of time lback or evaluation surveys estimonials outlining specific tasks andidate in relation to planning and training for older adults pment course certificates related to older	
	l can perform/have performed:				Evidence/documentation provided to support claim:		
Та	sk/Competency	All of the task	Some None of the of the task task		using a course unit transcript as e	ocument you are providing for easy reference. If vidence, please list the relevant unit code that atches the task	
Example:			x		Doc # 3: Copies of completed group to Doc #4: Copies of completed PT session		

Use industry endorsed pre-exercise screening and referral tools to review and advise personal training clients of health screening outcomes		
Consider and confirm client needs, expectations preferences, goals and objectives and be able to explain/promote the benefit of exercise and healthy aging		
Build client trust and rapport using client centred communication showing sensitivity and empathy during interactions. Deliver a service that is empowering, promotes reablement with a rights based approach		
 Plan, document, implement and evaluate personal training plans that meet the needs and goals of clients over 55 utilising aspects of exercise science principles and incorporates: Exercise and injury prevention strategies for older clients Strength and balance exercises that can help prevent falls 		
(As evidence, programs are required for a female, male and a client who has received medical advice. Evidence of 4 programs required as a minimum)		

	<u>т</u> т	
 Provide written reports to medical and allied health professionals and communicate: Clients current fitness capabilities and goals Clients response to exercise sessions Questions, concerns, and further guidance sought Evidence of communication for 1 client is required 		
Utilise recommendations contained in established national physical activity guidelines for older adults		
 Prescribe exercises suited to older clients that target improvements in age related health changes including: Reduced bode density and increased osteoporosis risk Decreased coordination and balance Decreased muscle mass, strength and physical endurance Reduced joint flexibility Increased risk of falls and injury Increased risk of high cholesterol Risk of high blood pressure, cardiovascular disease and stroke Increased risk of cancer and osteoarthritis Increased risk of depression and anxiety. 		
 Make appropriate communication considerations such as: Allow time for interactions Reduce terminology use Recognise and adapt to visual and hearing impairments Be positive and focus on strengths Check own understanding and the understanding of the older client 		

 Respond to indicators or exhaustion such as: Chest pain during rest and activity Severe breathlessness, feeling faint, loss of balance Unusual fatigue and shortness of breath Significant muscle, bone, and joint pain beyond what is normal in exercise 		
 Evaluate the effectiveness of a program by: Ongoing informal discussion Reports of improvement from the client Ongoing observation and measurement Staged formal assessment 		

Section 6	Personal Training for Adolescent Clients				
Candidate's name		Date completed			
Units of competency:		Suggested documents/evidence t listed for this section include:	o support your ability to perform the tasks		
SISFFIT045 Dev adolescent clients	CPL for any units in this section? Please indicate: elop and instruct personalised exercise programs for unit can be viewed at <u>www.training.gov.au</u>)	copy of the transcrip Position description implementing progr Copies of client pre- assessment records Copies of client fitne meet a variety of ad Copies of fitness pro adolescents and gro	client fitness programs that include a		

	 Copies of adolescent client fitness programs that include modifications to programs over a period of time Copies of client/parent feedback or evaluation surveys Client or employer testimonials outlining specific tasks undertaken by the candidate in relation to planning and delivering sessions for adolescence Professional Development course certificates related to training adolescent clients Registration with AusActive/ Physical Activity Australia/ESSA/Fitrec or other professional association 			
I can perform/have performed:			Evidence/documentation provided to support claim:	
Task/Competency	All of the task	f Some None of the of the		Include the number and name the document you are providing for easy reference. If using a course unit transcript as evidence, please list the relevant unit code that matches the task
Example:		Х		Doc # 3: Copies of completed group training session plans Doc #4: Copies of completed PT sessions
 Screen and assess adolescent clients by: Consulting with clients parents/guardian to obtain consent and identify reasons for program, current physical activity and goals. Use client centred and age appropriate communication Select and use an appropriate pre exercise screening questionnaire and fitness assessment based on clients age and stage of development to assess cardiovascular endurance, muscular strength and endurance, flexibility, body composition and functional motor skills Knowledge of the purpose of different screening questionnaires and indications for the need of referral Determine health risk factors for exercise participation Accurately record results in client records 				

Evidence of 3 different adolescent clients to collectively include a female, male, client aged between 13-15 and client aged between 16-17 required as evidence		
Demonstrate knowledge and understanding of specific risk factors to be considered in screening an adolescent, why they're important and how they contribute to assessment outcomes such as:		
 Heart conditions and family history Epilepsy, seizures, convulsions, fainting and dizziness Diabetes Asthma Allergies and anaphylactic reations Recent surgery Medication use 		
Knowledge of common reasons why adolescent clients present for personalised programs such as sport specific goals, muscle hypertrophy, fat loss and developmental/health concerns.		

Identify sources of information about eating and excessive exercise disorders in adolescents, the prevalence, impacts, warning signs and referral options		
Plan and develop personalised exercise programs for adolescent clients by: - Reviewing the clients goals, stage of development, current fitness capabilities and any medical/physical specific advice - Determine types of exercise and equipment that is suited to client stage of growth and development - Determine appropriate training volume and frequency - Design a structured program that incorporates the effective use of exercise science principles - Plan for exercise phases - Provide variety in the session to enhance client motivation and adherence - Incorporate injury prevention strategies that respond to exercise risks and duty of care - Document sessions as per organisational format - Apply principles of safe practice when prescribing exercises related to cardiovascular, resistance, flexibility and coordination/balance exercises		
 Evidence required each for 3 clients is to: Develop and document 1 personalised exercise program suited to the client age and stage of development Develop, document and instruct two personalised session plans, with a minimum duration of 30 mins 		

 Incorporate injury prevention strategies Develop and instruct 1 30 minute group plan for a minimum four adolescents 		
 Instruct exercise sessions for adolescent clients by: Using verbal, visual and tactile instruction appropriate for the age and needs of the client Observe technique for safety and effectiveness and provide corrective instruction Monitor performance against objectives and goals Identify signs of fatigue and exercise intolerance and make required adjustments 		
Utilising methods to assess skill related components of fitness with appropriate equipment. - Power - Speed - Agility - Coordination - Balance - Reaction Time		

	-	
 Knowledge of the purpose and overview content of established national guidelines that support provision of fitness services to adolescents: Movement guidelines for children and young people Australian Physical literacy Framework or its successor Industry developed children's health and fitness services guide 		
Understanding of key developmental milestones for adolescents and implications for programming across the different ages: - Physical - Social - Emotional - Cognitive - Language		
Awareness of common exercise related injuries and issues for adolescent clients and how to prevent them such s sprains, osteochondrosis, patellofemoral pain syndrome, shoulder instability and hypermobility		
Knowledge of appropriate demonstration and instruction technique for effective instruction to adolescents of varying age		
Communication considerations for adolescents such as: Cognitive development stage Positive and focusing on strengths Respect the rights of young people Check own understanding and the understanding of the young person 		

 Encourage and support clients during the sessions by responding to questions, use age appropriate communication techniques 		
Evaluate Program effectiveness by monitoring client progression towards goals, requesting ongoing feedback, modify and update future sessions and update client records with details of modifications		
Evidence of 1 client interaction that evaluates the effectiveness of the program and modifications made to meet that feedback		

 SISFFIT053 Support SISFFIT043 Develop composition goals 	rt healthy eating for individual fitne	ess clients se progra	s	dy	Date completed Suggested documents/evidence to support your ability to perform the listed for this section include: - List similar units from a qualification transcript and prove copy of the transcript and unit description - Position description outlining provision of designing and implementing programs for body composition goals - Copies of client pre-exercise screening and ongoing fitned assessment records - Copies of client fitness programs designed and implemented in the provement of the structure of
Are you applying for RPL fo SISFFIT053 Support SISFFIT043 Develop composition goals	rt healthy eating for individual fitne	ess clients se progra	s	dy	 listed for this section include: List similar units from a qualification transcript and prove copy of the transcript and unit description Position description outlining provision of designing and implementing programs for body composition goals Copies of client pre-exercise screening and ongoing fitme assessment records Copies of client fitness programs designed and implementing meet a body composition goals Copies of client fitness programs that include a variety of the sector of the sect
SISFFIT043 Develop and instruct personalised exercise programs for body					 exercise equipment Copies of client body composition change fitness progratinclude modifications to programs over a period of time Copies of client feedback or evaluation surveys Client or employer testimonials outlining specific tasks undertaken by the candidate in relation to planning and delivering individual personal training for body composition goals Professional Development course certificates related to individual personal training for body composition goals supporting healthy eating Registration with AusActive/ Physical Activity Australia/ESSA/Fitrec or other professional association
Task/C	/Competency	I can perform/have performed: All of Some None the of the of the		None	Evidence/documentation provided to support claim: Include the number and name the document you are providing for easy refeusing a course unit transcript as evidence, please list the relevant unit coor matches the task

Example:	X	Doc # 3: Copies of completed group training session plans Doc #4: Copies of completed PT sessions
 Identify clients need for nutrition advice by: Consulting with the client to confirm nutritional goals and clarify their expectations and need for advice How to screen clients to identify the type and depth of advice they require Be able to explain boundaries of role and limitations in providing nutrition advice Identify clients that require nutrition advice that is outside of scope Utilse positive communication when discussing limitations of a personal trainer Evidence of 3 clients required where daily eating patterns are identified and compared to the recommendations of the Australian National dietary guidelines 		
 Provide healthy eating advice within scope to assist clients with change to achieve a healthier eating patterns using national dietary guidelines and associated resources. provide info about daily eating patterns of healthy eating and portion sizes provide examples of healthy meals and snacks healthy ways to prepare and cook food educate clients on reading a food label. Use a person-centered approach to assist client to identify changes to eating patterns to align with their goals 		

Support clients to adopt ad sustain healthier eating patterns with the use of client centred communication showing sensitivity and empathy to support behaviour change. Provide clients with strategies to support healthy eating and maintain records of information provided as per facility confidentiality procedures		
 Demonstrate understanding of the risks associated with providing advice outside of cope such as: Nutrition deficiencies Exposure to relative energy deficiency in sport (RED-S) and its impact Negative impacts on existing health Food intolerance and allergy reactions Nutrition confusion Financial burden of product recommendations 		
 Have appropriate responses when clients request information that requires medical referral such as: Detailed nutrition assessment Personalised meal planning to meet a specific goal High intensity, high volume sport specific requirements Advice and recommendations on specific diets, eating trends Ergogenic aids 		

 Queries about nutrition and medication interactions Find information on available accredited practising dietitians and appropriately format a referral with relevant detail to them. 		
Evidence of 2 clients that required nutritional guidance that is outside of scope and a referral was provided		
Effectively respond to clients with behaviour warnings of eating disorders, excessive exercise disorders and muscle dysmorphia by utilising the recommendations contained in fitness industry publications		
Demonstrate understanding of key nutrition terms: Diet Healthy Eating Nutrition Nutrients including macro and micronutrients and how they're utilised in the body 		
 Demonstrate knowledge of population level recommendations and healthy eating guidance: The principal recommendations and guidelines Characteristics of the five food groups and the nutrients they contribute to the diet Daily patterns of healthy eating and recommended proportions of the five food groups Types of discretionary foods to be limited and why 		
Evaluate effectiveness of advice given to clients by seeking feedback from clients, identify potential changes to improve client outcomes and own practice through reflection on client feedback and utilise opportunities to update and expand knowledge with evidence-based information relevant to scope		

 Identify client needs by reviewing outcomes of a pre exercise screening and fitness assessment. Take measurements such as height, weight, BMI, girths, waist to hip ratio and use results for program development Identify implications of medical guidance and required duty of care Consult with client to confirm goals 		
Develop, document, and instruct personalised exercise programs that target specific body composition goals utilising aspects of exercise science principles. Utilise exercises that target muscle maintenance/hypertrophy or fat loss Evidence of programs for a female, male, client seeking to lose weight and a client seeking to increase weight. Minimum of 3 clients, with 2 programs per client.		
Demonstrate knowledge of the strengths and limitations related to methods used for assessing body composition such as: - Skinfold measurement and assessment - Bioelectrical impedance analysis - Air displacement plethysmography - DEXA scans		
Considerations when selecting exercises for body composition goals: - Current physical activity status of the client - Building on existing strengths and positives - Functional and equipment limitations due to existing body composition		

Demonstrate knowledge and understanding of metabolism, resting metabolic rate, energy expenditure and intake and the balance between them for change, basic concept of thermogenesis including adaptive thermogenesis and thermic effect.		
Encourage and support clients during sessions by responding to questions, use techniques that reinforce and motivate the client, highlight client's key strengths during instruction and provide information on their progression. Establish rapport to enable motivation. Use appropriate spotting technique when clients are weight training		
Evaluate the effectiveness of personaised exercise programs by using ongoing informed discussion with clients using targeted questions, ongoing observation and staged formal assessment.		

Modify clients programs based on feedback provided and document changes			
Evidence of 1 client program modification required			

Section 8 Business Pl	Business Planning & Development							
Candidate's name				Date completed				
Units of competency:			Suggested documents/evidence to support your ability to perform the tasks listed for this section include:					
 Are you applying for RPL for any units in BSBESB301 Investigate business BSBESB302 Develop and present (The full content of each unit can be viewed) 	opportunities business proposals	 List similar units from a qualification transcript and provide a copy of the transcript and unit description A business proposal completed for a business opportunity ABN or registration certificate for your own fitness business Risk assessments for a business Financial assessment and viability of a business idea Marketing strategy for a business 						
	I can perform/have performed:			Evidence/documentation provided to support claim:				
Task/Competency	All of the task	Some of the task	None of the task	using a course unit transcript as e	locument you are providing for easy reference. If evidence, please list the relevant unit code that atches the task			
Example:		х		Doc # 6: Statement of Attainment for First Aid course (HLTAID003)				
 Identify, investigate and evaluate a business opportunity and assess the probability of su Research and analyse information frange of sources for its potential in the market, products/services and Identify business opportunities and Describe products and services Identify and analyse available busin financial, technology and technical related to opportunities Identify customers for products/services Record outcomes of business viabil 	ccess by: from a npact on customers l ideas ness, factors rvices lity analysis							

Investigate the market needs and factors affecting the market. Identify trends from primary and secondary sources, cultural and ethical requirements of the market, demographics of the targeted population.				
Investigate marketing and promotion strategies and activities suitable for the business and product/services				
Review personal factors against business opportunities and identify their impact on opportunities. Determine ways to minimise impact on personal factors				
 Utilise sources of business market information on business ideas and potential opportunities, including: Potential clients and past leads Competitor activities, products and services Industry trends and insights Legislative and regulatory requirements relevant to opportunities being investigated 				
Understanding of market trends, new and emerging markets and their features. Expected market growth/decline and associated risk factors. Economic trends and any projected changes in resources				
Utilise a criteria for determining the viability of a business opportunity including market size, financial considerations, benefits and challenges of digital technologies				
Identify and manage risks associate with business proposal, communicate with relevant stakeholders about risk				
Develop and present a business proposal for a product or service that considers personal commitment, risk				

identification, anticipated financial return, description of products/services		
Evidence of 1 proposal required		
Develop work place procedures for recording outcomes of proposal evaluation and establishing income and expenditure costing for a business proposal		

Section 9 Exercise & Technology									
Candidate's name					Date completed				
 SISFFIT046 Plan SISXIND012 Sele SISXIND009 Re 	PL for any units in this section and instruct online exercise s ect and use technology for spo spond to interpersonal conflic unit can be viewed at <u>www.train</u>	essions ort, fitness a t	for this section include: - List similar units from the transcript and u - Position description client monitoring so conducting online fi platforms in the wol - Testimonial from en services utilised. - Testimonial from en - Copies of client feed clients - Testimonial from cli - Professional develop	detailing use of technology such as fitness apps, ftware, client relationship management software, tness sessions using online communication rk environment nployer outlining tasks performed and technology nployer outlining role in conflict resolution lback/complains and responses provided to ents on the use of online fitness services pment in conflict resolution usActive/ Physical Activity Australia/ESSA/Fitrec or					
	I can perform/have performed:			Evidence/documentation provided to support claim: Include the number and name the document you are providing for easy reference. If u course unit transcript as evidence, please list the relevant unit code that matches the					
Task/	Task/CompetencyAll of the taskSome of the taskNone of the task								
Example:			x		Doc # 6: Statement of Attainment for	First Aid course (HLTAID003)			

Demonstrate legal and business considerations specific to online offerings and technology use to maintain privacy, meet insurance requirements and maintain records.		
 Deliver different types of online exercise services offered by the fitness industry with their features, benefits and limitations including: Consultations Live online sessions Pre recorded on demand sessions Library of pre-recorded individual exercise demonstrations One-to-one services Group services with and without interaction 		
 For online exercise sessions, assess: Types of exercises and their suitability for demonstration and explanation Exercise equipment limitations Instructional limitations Use of appropriate technology to see clients Challenges for monitoring participants Resources that complement online instruction such as fitness tracking equipment and pre recorded demonstration 		
 Implement and understand organisational guidelines for: Privacy and consent to capture and share audio-visual recordings Monitoring customer activity Use, care and storage of technology equipment 		

 Work health and safety/occupational health and safety practices Ethical requirements in regard to technology use such as information collection and storage and intellectual property 		
 Demonstrate an understanding of operational features of: Industry specific technology and software Monitoring equipment Data collection software General maintenance requirements of technologies and required repairs 		
Ability to source information on different emerging technologies used in the fitness/sport industry that are appropriate/applicable to the work role and evaluate how they enhance service delivery. (Evaluation of 2 different technologies required as		
evidence)		
Capture audio-visual recordings for the purpose of monitoring participants, enhancing participant performance and evidence of sharing/explaining outcomes with participants		
(Evidence of 2 audio-visual recordings where clients have been monitored is required)		
 Prevent, respond and reflect on interpersonal conflict by demonstrating understanding of: Triggers of interpersonal conflict such as beliefs, values, distress, bias, personalities, or poor communication Strategies for preventing interpersonal conflict such as building rapport and discussing differences constructively Seeking feedback from others and reflecting on own interpersonal interactions to incorporate findings for future interactions 		

Responded to interpersonal conflict with both an individual external and internal to the organisation (Response to both an internal and external conflict required as evidence)		
 Demonstrate communication and negotiation techniques such as: Strategic questioning and listening to gather information and direct the focus of people involved Positive, confident and cooperative language Control tone and body language Use language and concepts appropriate to those involved Demonstrate flexibility and willingness to compromise Summarise positions and agreements made to confirm understanding Giving constructive feedback 		
 Demonstrate knowledge of: Organisational policy and procedures Job role responsibilities relating to complain handling Policy for complaint handling Methods of reflection 		

Section 10	Athlete Strength & Conditioning					
Candidate's name		Date completed				
Units of competency:		Suggested documents/evidence to listed for this section include:	support your ability to perform the tasks			
Are you applying for R	PL for any units in this section? Please indicate:	 List similar units from of the transcript and 	a qualification transcript and provide a copy unit description			

C (The fi	SISXCAI009 Instruct strength and conditioning techniq SISXCAI010 Develop strength and conditioning program SISXCAI005 Conduct individualised long term training p ull content of each unit can be viewed at <u>www.training.gov.au</u>	ms programs <u>1</u>)			 Copies of client pre-exercise screening forms utilised when planning strength and conditioning programs Copies of client records containing information on discussions with clients/coaches or other support personnel that includes performance history, training goals and objectives, details of participant's profile Copies of ongoing participant fitness and performance assessment records undertaken by the candidate that relates to a variety of components of fitness and skill Copies of long-term, periodised programs designed and implemented for a variety of participants (eg different ages, beginners, intermediate and advanced) with a variety of specific strength and conditioning goals Copies of training programs where modifications have been made and implemented over time based on changing needs of participants Position description relating to planning, setting up, conducting and monitoring clients undertaking strength and conditioning sessions over a period of time Copies of evaluations, feedback or testimonials completed by strength and conditioning program participants or support staff (eg coaches) outlining specific tasks performed by the candidate Professional development course certificates relating to strength and conditioning training techniques such as plyometrics, SAQ, Olympic lifting, periodization, anatomy and physiology/exercise science Copies of participant's training diaries Copy of a working with children check Registration with Ausactive/ Physical Activity Australia/ESSA/ASCA
	Task/Competency	I can perform/have performed:			Evidence/documentation provided to support claim: Include the number and name the document you are providing for easy reference. If
		All of the task	Some of the task	None of the task	using a course unit transcript as evidence, please list the relevant unit code that matches the task
Examp	le:	Х			Doc # 1: Bachelor of Health Science Unit Transcript (Units SSC302, SSC304)

Conduct pre-exercise screening and referrals for participants of strength and conditioning programs using industry endorsed processes		
Develop participant profiles to ascertain lifestyle habits, training history, goals/targets, physical and psychological needs and objectives		
Identify resource requirements for strength and conditioning programs, including access to: - personnel/support staff/coaches - equipment - locations, facilities and first aid - finances - transport		

 Plan, instruct, document and evaluate strength and conditioning programs that meet the needs of participants. (A minimum of 5 long-term strength and conditioning programs is required as evidence) (At least 3 of the long term programs must demonstrate that at least 8 training sessions from the program have been conducted. Each session must be at least 30 minutes in duration) 		
 Plan and implement long-term strength and conditioning programs that; cater for a variety of participant career phases, profiles, needs and objectives, including; novice, intermediate and advanced pre-adolescent and mature aged reconditioning and rehabilitation disability competition performance team selection/trials enjoyment/socialisation physical constraints groups or individuals training history and fitness levels adaptation rate 		

 Plan and implement long-term strength and conditioning programs that; include principals of periodisation and training phases, including; macrocycles microcycles mesocycles pre-season, in season, post season preparation, competition and transition phases, four year cycles tapering, peaking, maintenance accommodation of fixed points such as availability of support staff/facilities, competition rules, selection/competition dates etc 			
Plan and implement long-term strength and conditioning programs that follow principles of programming including: - FITT principle - Specificity - Individualisation - Reversibility - Progressive overload			

Plan, instruct and monitor strength and conditioning sessions that		
include the following core lifts and exercises:		
- abdominals (roll outs, reverse crunch, side bends, prone		
hold)		
- back (bent over row, lateral pull down		
 biceps (biceps curl, hammer curl) 		
- calves and ankles (standing calf and heel raise, peroneal		
flexions and wobble board)		
 chest (flat bench press with barbells and dumbbells, 		
incline bench press with barbells and dumbells)		
 forearms (wrist curls) 		
 hip and thigh (hip sled, back squat, forward lunge) 		
 shoulders (seated shoulder press, machine shoulder 		
press)		
 triceps (lying triceps extension, triceps pushdown) 		
- power exercises (push press and push jerk, clean and		
power clean)		
Plan, instruct and monitor strength and conditioning sessions		
that;		
 include both compound and isolated exercises 		
 include injury prevention strategies 		
- occur in both controlled and uncontrolled environments		
- include relevant drills, activities and games		
 include tactical, competition or performance strategies 		
 include appropriate phases (warm up, conditioning, cool 		
down) include appropriate exercise selection and order 		
 include low and high impact activities 		
 include use of intensity monitoring methods such as BBE talk text, HB appear 		
RPE, talk test, HR zones		
 incorporate motivation techniques to encourage 		
program adherence		
 incorporate effective instruction and communication 		
techniques		

 Plan, instruct and monitor strength and conditioning sessions to ensure safe use of the following equipment: Cardiovascular equipment (electrical and non-electrical) Resistance equipment (free weights, body weight, pin loaded/fixed gym equipment, bars) Contemporary equipment (medicine balls, bands, fitballs, suspension trainers, BOSU etc) Electronically braked equipment Air braked equipment 		
Plan and instruct strength and conditioning sessions that include safe exercises to develop the following components of fitness: - Agility - Speed - Proprioception - Balance - Coordination - Reaction time - Core stability and abdominal strength - Aerobic energy systems and endurance - Power movements (plyometrics) - Body composition (hypertrophy/weight loss) - Flexibility (static, dynamic, PNF/partner stretching) - Muscle endurance - Cardiorespiratory endurance - Performance for competition - Skill acquisition		

 Plan, instruct and monitor strength and conditioning sessions that include training methods such as: Resistance (varying types, sets, reps, tempo, circuits, matrices, supersets, pre-fatigue) Interval training Continuous training 		
Monitor participants and liaise with coaches or other support personnel on an ongoing bases regarding participants progress and wellbeing, including possible signs and signs and symptoms of exercise intolerance, overtraining and DOMS		
Undertake physical testing and assessment at regular intervals throughout strength and conditioning programs to assess, monitor and evaluate participant fitness and performance		
Identify and implement modifications to strength and conditioning training programs in response to self-evaluation and participant feedback that addresses at least 4 of the following reasons for change; - technical requirements - changing needs due to fitness adaptations - changing goals - client needs, objectives, likes and dislikes - technical difficulty adjustments of exercises (A minimum of 3 programs demonstrating at least 4 of the above modifications is required)		

 Demonstrate an understanding of anatomy & physiology in relation to strength and conditioning programs, including: biomechanics and anatomical lever systems joint actions and movements involved in exercises biomechanical differences of participants based on age and sex structure and function of major body systems and their responses to exercise in various environmental conditions physiological, psychological and biomechanical adaptations to training postural deviations and their effect on movement 		
Source and access information on exercise science and use it in own day to day professional practice and within scope of practice of a personal trainer to assist clients		
Maintain and update own knowledge of exercise science to improve your professional practice		
 Demonstrate an understanding of legislative and regulatory requirements, policies and procedures when planning and conducting long term strength and conditioning programs, including: work health and safety/occupational health and safety requirements manufacturer's specifications for safe equipment use frequency and scope of equipment checks communication protocols roles and responsibilities of different people, and types of tasks undertaken equal opportunity and anti-discrimination privacy and confidentiality ethical considerations working with children requirements reporting (channels and record keeping) 		

Candidate Self-Checklist

Please complete the checklist below to ensure you have included all requirements of the RPL Candidate Application.

I have included the following in my application:			Yes	No
Certificate III and IV RPL Enrolment Pack (including payment details for application fee)				
Self Evaluation (Part 1)				
Self Evaluation (Part 2)				
Supporting Evidence Documents (please list below)				
I have included the following supporting evidence documents in my application (please list):			Yes	No
Document Number	Document title/description	Provides evidence for which Section of Self Evaluation (Part 2)?		
I have had all certificates and transcripts certified by a Justice of the Peace (where copies have been provided)				