

# **PAK104 – PERSONAL TRAINER**

## **BEHAVIORAL OBJECTIVES**

The training objectives are divided into 4 sections: the business of becoming a personal trainer, fitness testing, working one-one “spotting”, and designing programs. At the end of this training, the participant will demonstrate the principles that follow:

### **SECTION1: THE BUSINESS OF BECOMING A PERSONAL TRAINER**

- define a personal trainer
- explain the primary responsibility
- list at least 5 types of personal trainers
- select additional professional resources
- list at least 3 options for types of personal training businesses
- discuss proper locations to conduct business and training
- discuss the importance of creating business policies
- consider options and appropriate fees for services
- explain record-keeping and legal responsibilities
- create a business plan
- determine a mission statement and business name
- discuss at least 10 advertising strategies
- describe at least 10 qualities of a professional personal trainer
- discuss the procedures for an initial consultation with a new client
- design a screening form
- recognized risk factors and need for medical clearance to exercise
- discuss the importance and strategies for a client commitment
- determine factors that require keeping a client and when to let-go
- discuss the importance of re-evaluating the business and changing policies and practices where necessary

### **SECTION 2: FITNESS TESTING**

- explain the purpose of fitness testing
- explain when to perform fitness testing
- describe the types of testing
- explain the concept of creating a standard for a particular test
- explain the process of gtest reparation, conducting the test, and evaluating results
- discuss options to use testing services
- list 3 methods of cardiovascular testing and at least 5 methods of body composition testing
- calculate minimum and maximum weight range based on body composition
- conduct a standing postural test
- conduct a core muscle balance test and 8 different flexibility tests

- discuss blood pressure , systolic, diastolic, procedures, and the importance of monitoring
- discuss methods and options for muscle strength, endurance, and motor skills testing
- list common equipment that can be used for testing

### **SECTION 3: WORKING ONE-ONE “SPOTTING”**

- define “spotting”
- list and explain 7 major safety guidelines
- describe 3 safety guidelines for “spotting” using machines, free weights, and during aerobic activity
- list 7 other general “spotting” guidelines

### **SECTION 4: DESIGNING PROGRAMS**

- list the 7 steps to follow when creating an exercise program for an individual
- explain procedures during program implementation
- explain client release procedures and follow-up
- evaluate various cases