

## EuropeActive Occupational Standards Summary Document Personal Trainer (EQF Level 4)

*©Copyright EuropeActive 2017 This publication is copyright and remains the intellectual property of EuropeActive. No part of it may be reproduced by any means without the prior written permission of EuropeActive.*

### Personal Trainer

#### Definition

A personal trainer's role includes designing, implementing and evaluating exercise/physical activity programmes for a range of individual clients by collecting and analysing client information to ensure the effectiveness of personal exercise programmes. A personal trainer should also actively encourage potential clients/members to participate in and adhere to regular exercise/physical activity programmes, employing appropriate motivational strategies to achieve this and to assist them with behavioural change as a result.

**Scope** The occupation of personal trainer is informally referenced to the European Qualification Framework level 4.

#### Specific pre-requisites

EQF Level 3 Fitness Instructor or equivalent accreditation certification.

#### Level of entry on to EREPS

Level 4

#### Essential skills

|  |   |
|--|---|
| <b>Demonstrate a professional attitude</b>             | Demonstrate responsibility and professional duty of care to clients which will include communication skills and a focus of customer care orientation  |
| <b>Select and maintain a safe exercise environment</b> | Select the correct training environment and assess risks to ensure it provides a safe, clean and friendly fitness environment and that it will be the best use of the environment in which clients are exercising |
| <b>Motivate clients</b>                                | Capability to develop rapport in order to motivate individuals to begin, adhere and /or return to exercise  |
| <b>Collect information</b>                             | Identify client information which is to be collected and advise clients of correct procedures, protocols and risks prior to commencing physical assessment and exercising   |
| <b>Assess and analyse information</b>                  | Carry out fitness assessments to establish fitness and skill level and analyse information relating to individual clients   |
| <b>Use current technology</b>                          | Use appropriate technological developments to help clients increase general activity levels and be motivated to adhere to exercise programmes   |
| <b>Plan and prepare for an exercise session</b>        | Prepare equipment and facilities for the session ensuring compliance with industry and national guidelines for normal operating procedures and plan timings and sequences for the session                         |
| <b>Identify customer motives and goals</b>             | Identify individual motives and resulting short, medium and long term fitness goals   |
| <b>Provide exercise prescription</b>                   | Provide a range of exercise programmes in accordance with the needs of the clients by applying principles of exercise programming   |

|  |  |
|--|--|
| <b>Integrate the principles of training</b>                      | Apply the knowledge of principles of training and components of health related fitness to the design of an individual programme to meet client's abilities, needs, and lifestyle and exercise preferences  |
| <b>Adapt exercise</b>  | Suggest relevant exercise adaptations or options to allow for individual client differences or needs and provide participants with advice on intensity and how to progress their individual performance and results  |
| <b>Offer motivation</b>  | Positively interact and motivate clients/members using appropriate strategies in order to promote adherence to exercise.   |
| <b>Integrate Exercise Science to the design of the programme</b> | Apply the knowledge of the musculoskeletal system, biomechanical concepts as they relate to movement and exercise, the knowledge of related physiological concepts, the knowledge of the cardio-respiratory system and energy systems, to programme design   |
| <b>Inform clients of benefits of a healthy lifestyle</b>         | Provide participants with accurate information on principles of nutrition and weight management  |
| <b>Promote a healthy lifestyle</b>                               | Provide information about the role of physical activity, modes of exercise and related services and the importance of healthy activities for daily living to clients   |
| <b>Demonstrate professional conduct</b>                          | Work within the parameters given at Level 4, recognising the standards and professional limitations that this provides, and ensuring essential personal skills and knowledge to be a personal trainer are maintained and updated and to be a positive role model at all times and keep up to date with industry developments |
| <b>Apply business and marketing skills</b>                       | Apply business, marketing, and selling strategies and best practices to achieve success as an employee, independent contractor or entrepreneur.  |
| <b>Demonstrate professional responsibility</b>                   | To ensure that other workers and clients are treated with respect and that appropriate civil liability insurance is in place at all times of instructing   |