Chapter 1: Role and Scope of Practice for the Personal Trainer

- Scope of practice: defines the legal range of services that professionals in a given field can provide, the settings in which those services can be provided, and the guidelines or parameters that must be followed
- Personal Trainers cannot:
  - Diagnose
  - Prescribe
  - Prescribe diets or recommend specific supplements
  - Treat injury or disease
  - Monitor progress for medically referred clients
  - Rehabilitate
  - Counsel
  - Work with patients
- Unless the trainer is a registered dietitian, they do not have the expertise to recommend supplements
- Personal trainers should share general nonmedical nutrition information with their clients

Chapter 2: Principles of Motivation and Adherence

- Intrinsic Motivation: a person is engaged in exercise activity for the inherent pleasure and experience that comes from the engagement itself
- Extrinsic Motivation: this motivation involves the engagement in exercise for any benefit other than for the joy of participation
- Self-Efficacy: the belief is one’s own capabilities to successfully engage in a physical activity program
- Strategies to maintain client motivation:
  - Social Support: it is important to get family member or friends involved in some degree of the program
  - Assertiveness: defined as the honest and straightforward expression of one’s thoughts, feelings, and beliefs
  - Self-Regulation: personal trainers should strive to teach their clients to become effective self- regulators of their own behaviors, schedules, time, and priorities. The more control a client has over these things, the more likely he or she will be to adhere to the program
  - High Risk Situations: by being prepared for common relapse situations trainers and clients can come up with a plan to remain active through those times.
- Factors influencing exercise participation and adherence
  - Personal Attributes
    - Demographic variables (income, age, education, gender)
- Income: lower levels of activity associated with lower income
- Age: unrelated to adherence levels
- Gender: Men have higher and more consistent activity adherence rates than women

- **Health Status**
  - Individuals who suffer from chronic illness, such as heart disease and diabetes, typically exercise less than those who are healthy

- **Activity History**
  - Most important and influential personal attribute variable
  - How well people stuck with their programs

- **Psychological Traits**
  - Defined: general tendencies that people have in their personality or psychological makeup

- **Knowledge, Attitudes, and beliefs**
  - Modifying the way, the client thinks and feels about exercise has been shown to influence his or her intentions regarding being active

- **Environmental Factors**
  - **Access to Facilities**
    - When a facility is conveniently located near a person’s home or work, they are more likely to adhere to the program
  - **Time**
    - A lack of time is the most common excuse for not exercising and for dropping out of an exercise program

- **Social Support**
  - Social support from family and friends is an important predictor of physical activity behavior

- **Physical-Activity Factors**
  - **Intensity**
    - The drop-out rate in vigorous-intensity exercise programs is almost twice as high as moderate-intensity activity programs
  - **Injury**
    - Higher level of physical activity, the higher the risk for developing an activity related injury

- **Intrinsic Feedback**
  - The information that the clients provide themselves based on their own sensory systems (i.e.) What they feel, see, or hear

- **Extrinsic Feedback**
  - The reinforcement, error correction, and encouragement that personal trainers give to their clients.
The components of being an effective leader include:
  - Professionalism
  - Client-Trainer Trust
  - The ability to listen effectively
  - Excitement for the profession
  - Genuine concern for the client

A personal trainer must be able to effectively build adherence by understanding his or her role in the following areas:
  - Program Design
    - A personal trainer must be able to design a program with regard to each client’s preferences, schedule, experience, apprehensions, and constraints (e.g. money, access and time)
  - Role Clarity
    - From the beginning of the relationship with each client, a personal trainer should clarify his or her role, as well as that of the client, as part of a written agreement
  - Goal Setting
    - Should follow SMART guidelines (Specific, Measurable, Attainable, Realistic, Time)
    - You should avoid creating negative goals
    - Process goal: is something a client does, such as completing a certain number of workouts per week
    - Product Goal: something achieved, like weight loss or a resistance lifted on a strength training machine
  - Contracts/Agreements
    - Can give the entire training process clarity by defining what the client should expect, what the program entails, and the rationale for the program design.

The motivation to start a new program can come from any source, such as concern over health, an upcoming event, wanting to look better, and peer pressure. The most important factor is readiness to change behavior related to exercise.