



Session 2-Part 2: Developing Education-Based Personal Training Sessions

Course: Designing Exercise Prescriptions for
Normal/Special Populations

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Learning Objectives

- Learn about Education-based Personal Training Sessions
- Understanding Adult Learning Principles
- Learn about the VAK Model
- Learn to develop educational & systematic resistance training exercises
- Learn the Five Components of the Sequential Exercise Training (SET) Model



Why Educate your Clients?

- Current structure and format (PFT Sessions)
- Personal Observations
- Feedback from facilities and managers
- Feedback from Trainers
- Feedback from Clients and Members





Areas to Educate Your Clients

- Overview of the Program Design (SET Model)
- Teaching and Educational Techniques
- Performance and Assessments of Exercise Movements
- Exercise Sciences (Biomechanics, Motor Learning, Physiology, Kinesiology, and Anatomy)
- ADLs/Ergonomics
- Public/Long-term Health



New members Exercise Dropout Rate

- **50% dropout after 6 months** (ref: Enhancing Exercise Motivation, Annesi, 1996.)
- Why do members or clients quit?
- Motivation?
- Attitude? (Dishman and Gettman, 1980)
- Social and Group Dynamics? (Spink and Carron, 1994)/ (Wankel, 1985)/ (Heinzelmann & Bagley, 1970)
- Friendly Staff/Trainers? (Andrews et al, 1981)
- Exercise Program/intensity? (Andrews et al, 1981)
- Performance Feedback? (Martin et al, 1984)
- Self-Efficacy and Performance and Mastery (Bandura, 1977, 1986)

People Choose to Exercise Based on the Following:

- a. Benefits of Exercise
- b. Outside support to exercising (Oldridge et al, 1983)
- c. Perceived ability to perform exercise
- d. Self-Concept (Dishman and Gettman, 1980)/(Oldridge and Spencer, 1985)

Additional factors:

- Stage of readiness
- Exercise is a habit



Client Explanation and Overview: An Educational Process



- Personal Fitness Trainers (PFT's) must view themselves as **EDUCATORS**
- Clients/Patients are viewed as **STUDENTS** or **Adult Learners**



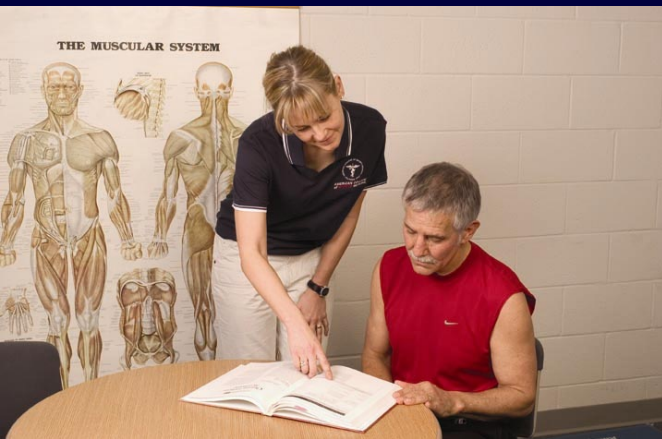
When Does the Educational Process Begin?

- First contact
- The Initial Client Consultation
- Individual Sessions
- Entire Program-Session to Session

Four Components To Education-Based Personal Training Sessions



1. Achievable Goals: Time and schedule constraints.
2. An Intelligent Plan: Use of Educational Models
3. Client Learning Style: Instructional strategy for client's learning style
4. Effective Assessment: Guidelines to analyze and grade the client performance: **Personal Trainer's Observation Plan and Exercise Grading System.**



Nine Adult Learning Principles

Gary Kroehnert has identified 9 principles fundamental to the education of adult learners:

1. Recency: reinforcement of information
2. Appropriateness: exercise program design is appropriate for the client's needs based on health history, goals, and abilities.
3. Motivation: The principle of Motivation states
 - 1) want to learn,
 - 2) be ready to learn
 - 3) have a reason to learn.



Nine Adult Learning Principles

4. Primacy: Information taught first registers significantly with a client
5. Two-Way Communication: communication is interactive.
6. Feedback: personal trainer and the client need information from each other.



Nine Adult Learning Principles

7. Active Learning: students learn best when actively involved in the process.
8. Multiple-Sense Learning: incorporate the five senses as possible in the learning process
9. Exercise: learn more effectively when information is repeated and practiced.



Visual Learners

Visual-learning through seeing:

- Detailed notes of each exercise being taught.
- Anatomical chart to your clip board
- Outline on the client or yourself the muscles) or joint structures
- Visual schematic of the SET Session Plan and Flowchart
- Draw Free Body Diagrams (FBD)
- Demonstrate the movement or skill correctly



Auditory Learners

Auditory-learning through hearing:

- Voice tone be similar to your clients and that you speak slowly
- Detailed notes of each exercise being taught.
- Audiotape your sessions and play the sessions back
- Keep your body language to a minimum



Kinesthetic Learners

Kinesthetic-learning through physical activities and through direct involvement:

- Outline on the client the muscle(s) or joint structures
- Palpate the primary muscle structures
- Detailed notes of each exercise being taught
- Guide the client through the proper movement
- practice the movement without the use of resistance or equipment



Overview of Sequential Exercise Training (SET) Model

- Exercise Program Design for all ages and populations
- Production, implementation, and evaluation of exercise programs
- Creating a “MAP” to guide your client to their destination
- Sequential and Progressive-Evolving Process

The Sequential Exercise Training (SET) Model



The SET Model has 5 Components :

- 1) Data Gathering
- 2) Client's Needs Analysis
- 3) Goals and Objectives
- 4) Exercise Program Development and Implementation
- 5) Observation, Evaluation, and Feedback

Data Gathering:

1. **Data Gathering:** client's initial consultation and includes:
 - health and medical history questionnaire
 - health and fitness assessments
 - screening and ACSM Risk Stratification Process
 - client goals
 - learning preference assessment
 - client's skill level (observational)



Client's Needs Analysis:

2. Client's Needs Analysis:

Gathers information to develop an initial exercise program.

- starting level
- sequence
- progression



Goals and Objectives:

3. Goals and Objectives:

- goals requested by the client and
- objectives developed by the personal trainer which are relevant to a client's success in a timely and systematized manner.



Exercise Program Development and Implementation:

4. Exercise Program Development and Implementation:

- teaching clients the foundations of exercise science
- exercise movements based on the client's current level of knowledge, skills, and abilities
- SET Session Plan
- SET Flowchart



SET Session Plan

- session content
- session focus or identity
- session objectives defined
- session's total time allocation
- trainer's knowledge of the client's health and fitness history, goals, skills, and abilities
- knowledge of the prior session's content and presentation
- structure of the session
- planned transition timing between exercises performed or information taught
- a recap of the session performance and new information learned
- a preview of the next session

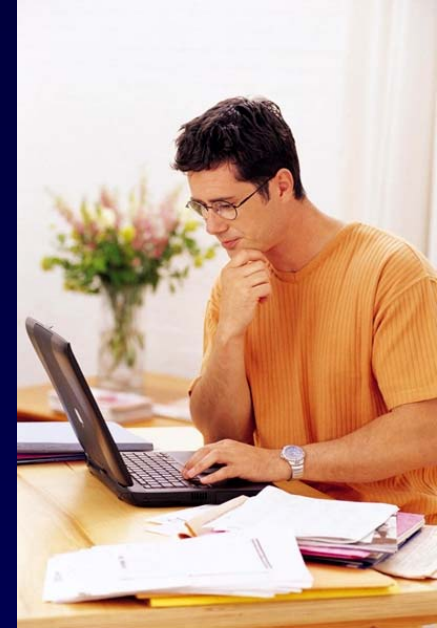
Examples:

- **SET SESSION Plan**



Building a SET Flowchart

- Step 1: Identify the goals and objectives
- Step 2: Determine the session content and
- Step 3: Sequence the practice time
- Step 4: Sequence new exercises
- Step 5: Observe progress
- Step 6: Evaluate progress

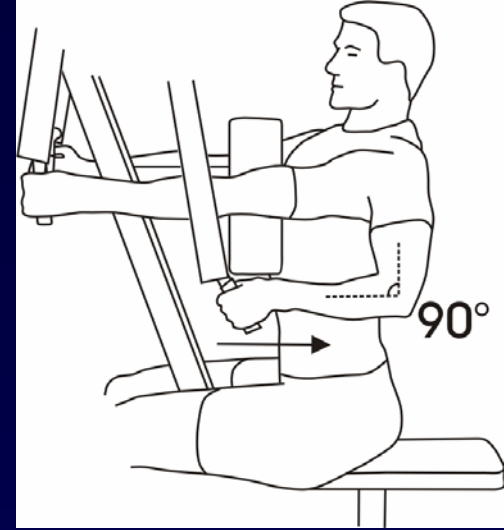


Observation, Evaluation, and Feedback:



5. Observation, Evaluation, and Feedback:
 - teaching trainers to develop observation, evaluation, and feedback strategies to be used before, during, and immediately after the training session.
 - Personal Trainer Observation Plan
 - Points of Evaluation and Exercise Grading System

Personal Training Observation Plan



- The fitness professional must rely on his/her observations when working with clients.
- Mental image of the ideal performance of the skill being observed
- Is the movement to be correctly executed based upon the personal trainers observations?

Personal Training Observation Plan

Feedback during and after observations:

Summarized from Adrian, Cooper, and Brown: Observe the movement form the correct position, angle, and vantage point.

1. Observe movement from an effective position, angle, and vantage point to make accurate readings.
2. Observe the sequence and timing of the complete musculoskeletal system moving in relationship to other body structures.



Personal Training Observation Plan

Feedback during and after observations:



3. Focus on the implement or equipment being used to aid or perform the movement.
4. Implement the **Points of Evaluation** as a checklist to guide your observation and to ensure no items are overlooked or forgotten
5. Predict and anticipate critical features and errors that frequently occurred during a given movement

Personal Training Observation Plan

Feedback during and after observations:

6. Observe the several repetitions of the movement before providing advice to correct form or alignment.
7. Give evaluation and feedback during or after phases of movements have been completed.





Feedback After Observations

- Feedback about posture, alignment, body and hand positions
- Feedback about speed is easily adjusted by the client.
- Feedback that is **Prescriptive** rather than **Descriptive** is better
- Feedback more frequent teaching a new movements; decreases becoming more skilled
- Feedback is reduced as the complexity of the exercise movement increases (progression)

Developing Educational & Systematic Resistance Training Exercises



- How to teach a resistance training or exercise movement to a client in an educational format?
- Teach for retention and understanding

HOW TO TEACH AN EXERCISE (RESISTANCE MOVEMENT)

Teaching and Explaining an exercise to client:

1. Review & describe the primary, secondary synergistic, and stabilizing muscles being trained.
2. Outline the primary and secondary structures on the client (NOTE: show diagrams/drawings)
3. Describe how the exercise movement will affect those muscle structures and what it will feel like



HOW TO TEACH AN EXERCISE (RESISTANCE MOVEMENT)



4. Explain the alignment of the pull of the muscle in relation to the direction of the resistance
5. Review the importance of maintaining a safe Range of Motion (ROM) by defining the limits set for a particular movement.
6. Review how this particular exercise affects posture and body alignment
7. Review how most people perform the movement incorrectly (trainer knows in advance what to look for)

HOW TO TEACH AN EXERCISE (RESISTANCE MOVEMENT)

8. Review muscle contraction phases, possible sensations (muscular, joint, & connective tissue), & what they should be feeling or what they should feel for (Performance Base).
9. Describe and review the palpation process
10. Demonstrate the Movement
11. Client Practices Movement
12. Trainer Observes, Evaluates, and provides Feedback



Demonstrating a Movement

The Demonstration process includes the following:

- 1. Demonstrate at Normal Speed**
- 2. Demonstrate the movement again slowly and in phases**
 - Preparatory Phase
 - Central Phase
 - Terminal Phase
- 3. Client Repeats Verbal Instructions**
- 4. Client practices movement**



Client Practices Movement

- low level of resistance
- slow and controlled performance
- try to perform the movement perfectly
- practice to memorize the proper movement patterns
- **DO NOT** have clients practice on there own until they are ready

