# **DACUM Research Chart for Personal Trainer**

# **DACUM Panel**

Robert Arbogast Coordinator of Health and Leisure Activities Tidewater Community College Virginia Beach, VA

Mike Landers Director of Health and Wellness Hilltop YMCA Virginia Beach, VA

Wyle Maddox Manager – Sports Performance Bon Secours Virginia Virginia Beach, VA

Karen Miller Health and Wellness Instructor Coastal Family Practice Virginia Beach, VA

Willie Tate Fitness Coordinator NAS Oceana MWR Fitness and Sports Virginia Beach, VA

# **DACUM Facilitators**

Curt Aasen Ellyn Hodgis Christina Rupsch Dawn Snyder, Team Leader Sponsored by



**Produced by** 



CENTER ON EDUCATION AND TRAINING FOR EMPLOYMENT COLLEGE OF EDUCATION AND HUMAN ECOLOGY

1900 Kenny Road Columbus, OH 43210 www.dacumohiostate.com

April 3-4, 2014

# **DACUM Research Chart for Personal Trainer**

A Evaluate Client Fitness Level A-1 Review client medical history A-2 Identify client lifestyl absistory A-3 Identify client lifestyl absistory A-4 Conduct client physical minitations (e.g., orthopedic, systemic) A-4 Conduct client physical biometric screening A-5 Perform client physical measurements   B Develop Client Exercise Prescription B-1 Conduct client needs assessment B-2 Establish client fitness goals B-3 Establish client training schedule B-4 Write exercise prescription B-5 Update exercise prescription   C Conduct Personal Training Session C-1 Demonstrate cechnique C-2 Critique client exercise performance C-3 Evaluate client training schedule C-4 Provide fitness prescription B-5 Break down fitness class   D Conduct Group Exercise Classes D-1 Create a fitness class D-2 Set-up fitness class D-3 Conduct fitness class D-4 Conduct fitness class D-5 Break down fitness class   F Maintain Fitness Facilities and Equipment E-1 Clean fitness area and equipment E-2 Inspect fitness room fitness room fitness room foor F-4 Conduct potential client maintenance E-5 Maintain equipment ad facility records   G Participate in Continuing funcation G-1 Read fitness industry process G-2 Participate fitnes field G-3 Participate fitness related G-4 Present fitness prescrinitions (e.g., client, communuity, conferences)		Duties	<			Tas	ks ——			
B Develop Client Exercise Prescription B-1 Conduct Client needs assessment B-2 Establish client fitness goals B-3 Establish client fitness schedule B-4 Write exercise prescription B-5 Update exercise prescription   C Conduct Personal Training Session C-1 Demonstrate exercise technique B-2 Establish client fitness B-3 Establish client fitness B-4 Write exercise prescription B-5 Update exercise prescription   D Conduct Group Exercise Classes C-1 Demostrate exercise performance C-2 Critique client exercise performance C-3 Evaluate exercise performance C-4 Provide fitness education D-4 Conduct fitness education D-5 Break down fitness class equipment   D D-1 Create a fitness class plan B-2 Inspect fitness area equipment E-3 Organize fitness equipment E-4 Complete equipment for fitness D-5 Streak down fitness class   F Maintain Fitness Facilities and Equipment E-1 Clean fitness area and equipment E-2 Inspect fitness F-3 Organize fitness equipment E-4 Complete equipment E-5 Maintain equipment   F Market Personal Training Services G-1 Read fitness industry journals G-2 Obtain specialty ecrifications G-3 Participate in health and fitness related conferences G-4 Present fitness presentations (e.g., client, community, client, community, client, community, client, community, client, community, process G-5	A		client medical history		client lifestyle habits (e.g. sleeping,		client physical limitations (e.g., orthopedic,		client biometric	client physical
CConduct Personal Training SessionDemonstrate exercise techniqueclient exercise performanceexercise perscription (e.g., intensity, volume)fitness educationDConduct Group Exercise ClassesD-1 Create a fitness class planD-2 Set-up fitness class equipmentD-3 Conduct fitness class equipmentD-4 Conduct fitness class evaluationD-5 Break down fitness class equipmentEMaintain Fitness Facilities and EquipmentE-1 Clean fitness area and equipmentE-2 Inspect fitness equipmentE-3 Organize fitness room floorE-4 Complete equipmentE-5 Maintain equipmentFMarket Personal Training ServicesF-1 Create personal marketing planF-2 Develop personal marketingF-3 Develop potential client databaseF-4 Conduct health and wellness client, community, conferencesG-5 Participate in health and fitness related conferencesG-4 Present fitness potential clientGParticipate in Continuing EducationG-1 Read fitness industry journalsG-2 Obtain specialty cerificationsG-3 Participate in health and fitness related conferencesG-4 Present fitness proferencesG-5 Participate in attabaseHPerform Administrative TasksH-1 Maintain tilesH-2 Create tilet databaseH-3 Complete incident reportsH-4 Maintain vork calendarH-5 Process client processICreate New programs andI-1 Research industry traget audienceI-3 Participate in design team	B	Exercise	client needs		B-2 Establish client fitness		B-3 Establish client training		exercise	exercise
DConduct Group Exercise Classesfitness class planfitness class equipmentfitness class equipmentfitness class equipmentfitness class equipmentdown fitness class equipmentEMaintain Fitness Facilities and EquipmentE-1 Clean fitness area and equipmentE-2 Inspect fitness equipmentE-3 Organize fitness room floorE-4 Complete equipmentE-5 Maintain equipmentFMarket Personal Training ServicesF-1 Create personal marketing planF-2 Develop personal marketing materialsF-3 Develop potential client databaseF-4 Conduct health and wellness seminarsF-5 Coach potential clientGParticipate in Continuing EducationG-1 Read fitness industry journalsG-2 Obtain specialty certificationsG-3 Participate in health and fitness related conferencesG-4 Present fitness presentations (e.g., client, community, conferences)G-5 Participate in internship processHPerform Administrative TasksH-1 Maintain client filesH-2 Create client databaseH-3 Complete in databaseH-4 Maintain work calendarH-5 Process client program /ICreate New Programs andI-1 Research industry program /I-2 Identify target audienceI-3 Participate in design team meetingsI-4 Develop program planI-5 Develop advertising plan	C		Demonstrate exercise		client exercise		exercise prescription (e.g., intensity,		fitness	
EMaintain Fitness Facilities and Equipmentfitness area and equipmentfitness requipmentfitness room floorequipmentequipmentFMarket Personal Training ServicesF-1 Create personal marketing planF-2 Develop personal marketing materialsF-3 Develop potential client databaseF-4 Conduct health and wellness seminarsequipment and facility recordsGParticipate in Continuing EducationG-1 Read fitness industry journalsG-2 Obtain specialty certificationsG-3 Participate in health and fitness related conferencesG-4 Present fitness presentations (e.g., client, community, conferences)G-5 Participate in internship processHPerform Administrative TasksH-1 Maintain client filesH-2 Create client databaseH-3 Complete incident reportsH-4 Maintain program planH-5 Process client program planICreate New Programs andI-1 Research industry program/I-2 Identify target audienceI-3 Participate in design team meetingsI-4 Develop advertising program planI-5 Develop advertising plan	D		fitness class		fitness class				fitness class	down fitness class
F Market Personal Training Services personal marketing plan personal marketing materials potential client database health and wellness seminars potential client   G Participate in Continuing Education G-1 Read fitness industry journals G-2 Obtain specialty certifications G-3 Participate in health and fitness related conferences G-4 Present fitness presentations (e.g., client, community, conferences) G-5 Participate in internship process   H Perform Administrative Tasks H-1 Maintain client files H-2 Create client database H-3 Complete incident reports H-4 Maintain work calendar H-5 Process client payments   I Create New Programs and I-1 Research industry program/ I-2 Identify target audience I-3 Participate in design team meetings I-4 Develop program plan I-5 Develop advertising plan	E	Facilities and	fitness area and		fitness		fitness room		equipment routine	equipment and
G Participate in Continuing Education fitness industry journals specialty certifications in health and fitness related conferences presentations (e.g., client, community, conferences) in internship process   H Perform Administrative Tasks H-1 Maintain client files H-2 Create client database H-3 Complete incident reports H-4 Maintain work calendar H-5 Process client payments   I Create New Programs and I-1 Research industry program/ I-2 Identify target audience I-3 Participate in design team meetings I-4 Develop program plan I-5 Develop advertising plan	F	<b>A</b>	personal		personal marketing		potential client		health and wellness	
H Perform Administrative Tasks client files client database incident reports work calendar client payments   I Create New Programs and I-1 Research industry program/ I-2 Identify target audience I-3 Participate in design team meetings I-4 Develop advertising plan I-5 Develop advertising plan	G	Continuing	fitness industry	spe	cialty	in he fitne	alth and prese ss related clien		entations (e.g., nt, community,	in internship
I Create New Programs and industry program/ target audience in design team meetings program plan advertising plan	H	Administrative		n			incident			client
	I	Programs and	industry program/		•		in design team		•	advertising

					$\longrightarrow$
A-6 Perform client injury prevention screening	A-7 Conduct client strength test	A-8 Measure client musculo- skeletal flexibility	A-9 Measure client cardiovascular fitness		
F-6 Conduct facility tours	F-7 Conduct fitness center orientations	F-8 Provide free training sessions for potential clients			
G-6 Participate in fitness classes	G-7 Attend industry trade shows				
H-6 Submit service invoices	H-7 Maintain personal work file (e.g., CEUs, Licensure)	H-8 Process e-mails and phone calls			
I-6 Implement advertising plan	I-7 Implement program plan	I-8 Conduct program evaluation			
classes H-6 Submit service invoices I-6 Implement advertising	shows H-7 Maintain personal work file (e.g., CEUs, Licensure) I-7 Implement	e-mails and phone calls I-8 Conduct program			

#### **General Knowledge and Skills**

#### Anatomy

Physiology **Biomechanics** Time management Basic exercise physiology Fitness equipment Lifting techniques Interpersonal skills Sales techniques Basic disease processes and effects Listening skills Special population modifications Medication effect/exercise Nutrition Communication skills Data interpretation Math Scope of practice Critical thinking CPR/AED Contraindicated exercise practices Flexibility techniques Assessment tools and techniques Stability vs. mobility Public speaking Verbal and written skills Computer skills Knowledge of fitness apps General medical understanding First aid Internal vs. external cueing Conduct research Program design Motivational skills **Risk factors** 

# **Worker Behaviors**

Ability to set priorities Adaptable Ambitious Caring Client oriented Creative thinker Desire to learn Energetic Flexible Focused Goal oriented Go-getter Good communicator Good listener Honest Humble Integrity Knowledgeable Organized Passionate Perceptive Physically fit Positive Professional Punctual Team player Tolerant Well rounded

### **Future Trends and Concerns**

TABATA training Obesity epidemic Functional movement Overuse injury Increase in active older adults Processing of food Technology's impact on sedentary lifestyle Increased enrollment in organized fitness events Crossfit style Increase in crossfit injuries High-intensity interval training (HIIT) Access electronically to fitness programs Outdoor fitness Suspension training Body pump Group personal training Aquatic fitness Yoga derivatives Sports performance Bariatric surgery Long-term medication Fad diets Increasing Type II Diabetes in all populations Supplement use

## **Tools, Equipment, Supplies and Materials**

Cardio Equipment (e.g., treadmill, elliptical, stationary bike, stair climber)

Strength Equipment:

Selector Machines Leg press Leg extension Leg curl AB/AD abductor Calf raise Chest press Pectoral file Shoulder press Lateral raise Bicep curl Triceps extension latissimus Dorsi row and pull down Back extension Abdominal curl Assisted pull-up/dip Rear deltoid Free Weights Dumb bells Plates Kettle balls Squat rack Olympic bar Bench press Smith machine & accessories Cable cross-over & accessories Assessment Tools Calipers Heart rate monitor Metronome Stop watch Measuring tape Blood pressure cuff Omron Scale Bio-impedance system Posture grids Software programs Food journals

Supplies and Materials General office supplies Sanitizer Towels First aid kit AED General cleaning equipment Telephone Computer Client management software Loose Equipment **Resistance bands** BOSU Sand bags Medicine balls Battle ropes Agility ladder Slam ball TRX Plyometric boxes Step aerobics platform Jump ropes Tractor tires Sledge hammers Yoga mats Exercise mats Magic circle Swiss ball Weighted vest Ankle weights

#### Acronyms

AB	Abduction or Abductor
AD	Adduction or Adductor
AED	Automated External Defibrillator
BOSU	<u>BO</u> th Sides Up
CEU	Continuing Education Unit
CPR	Cardiopulmonary Resuscitation
HIIT	High Intensity Interval Training
TRX	Total Resistance eXercise