

# DACUM Research Chart for Personal Trainer

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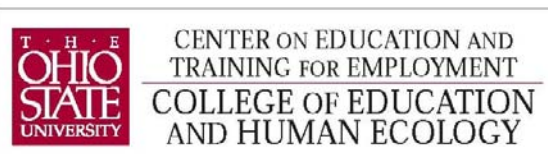
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**April 3-4, 2014**

# DACUM Research Chart for Personal Trainer

Duties		← Tasks →				
<b>A</b>	<b>Evaluate Client Fitness Level</b>	A-1 Review client medical history	A-2 Identify client lifestyle habits (e.g. sleeping, nutrition)	A-3 Identify client physical limitations (e.g., orthopedic, systemic)	A-4 Conduct client biometric screening	A-5 Perform client physical measurements
<b>B</b>	<b>Develop Client Exercise Prescription</b>	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
<b>C</b>	<b>Conduct Personal Training Session</b>	C-1 Demonstrate exercise technique	C-2 Critique client exercise performance	C-3 Evaluate exercise prescription (e.g., intensity, volume)	C-4 Provide fitness education	
<b>D</b>	<b>Conduct Group Exercise Classes</b>	D-1 Create a fitness class plan	D-2 Set-up fitness class equipment	D-3 Conduct fitness class	D-4 Conduct fitness class evaluation	D-5 Break down fitness class equipment
<b>E</b>	<b>Maintain Fitness Facilities and Equipment</b>	E-1 Clean fitness area and equipment	E-2 Inspect fitness equipment	E-3 Organize fitness room floor	E-4 Complete equipment routine maintenance	E-5 Maintain equipment and facility records
<b>F</b>	<b>Market Personal Training Services</b>	F-1 Create personal marketing plan	F-2 Develop personal marketing materials	F-3 Develop potential client database	F-4 Conduct health and wellness seminars	F-5 Coach potential client
<b>G</b>	<b>Participate in Continuing Education</b>	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
<b>H</b>	<b>Perform Administrative Tasks</b>	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
<b>I</b>	<b>Create New Programs and Services</b>	I-1 Research industry program/ services trends	I-2 Identify target audience	I-3 Participate in design team meetings	I-4 Develop program plan	I-5 Develop advertising plan

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				

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## 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>B</u> O <u>th</u> Sides Up
CEU	Continuing Education Unit
CPR	Cardiopulmonary Resuscitation
HIIT	High Intensity Interval Training
TRX	Total Resistance eXercise