



**Australian Government**

# **SIS40210 Certificate IV in Fitness**

**Release: 3**

## SIS40210 Certificate IV in Fitness

### Modification History

The release details of this qualification are in the table below. The latest information is at the top.

Release	Comments
3	Editorial updates. Updated units.
2	<ul style="list-style-type: none"> <li>• Pre requisite unit SISCAQU202A Perform basic water rescues has been inserted into Group A – Aqua Trainer</li> </ul> <p>Other changes made are as follows:</p> <ul style="list-style-type: none"> <li>• The heading "Suggested electives for those wishing to operate a personal training small business" and associated list of units has been deleted</li> <li>• SSSST301A corrected to SSSSTC301A</li> <li>• SSSST402A corrected to SSSSTC402A</li> </ul>

### Description

This qualification provides the skills and knowledge for an individual to be competent in a range of activities and functions within the Fitness industry, including working independently in a broad range of settings, such as within fitness centres, gyms, pools, community facilities and in open spaces.

Those with this level of competency will be expected to train individual clients, on a one-on-one basis, and may include older clients and children.

Persons with this level of competency will have the ability to plan, conduct and evaluate exercise training, provide leadership and guidance to clients and other staff and possibly deal with unpredictable situations.

Exercise Trainers will have the ability to monitor and manage business activities to operate efficiently and profitably.

### Job roles

- exercise trainer - personal trainer
- exercise trainer - aqua trainer
- exercise trainer - program coordinator
- exercise trainer - children's trainer
- exercise trainer - older client trainer

## Pathways Information

Not Applicable

## Licensing/Regulatory Information

No licensing, legislative, regulatory or certification requirements apply to this qualification at the time of endorsement.

## Entry Requirements

Entry to this qualification is open to those who hold a current first aid qualification and current CPR certificate and who have achieved the following units of competency:

SISFFIT301A	Provide fitness orientation and health screening
SISFFIT302A	Provide quality service in the fitness industry
SISFFIT303A	Develop and apply an awareness of specific populations to exercise delivery
SISFFIT304A	Instruct and monitor fitness programs
SISFFIT305A	Apply anatomy and physiology principles in a fitness context
SISFFIT306A	Provide healthy eating information to clients in accordance with recommended guidelines
SISFFIT307A	Undertake client health assessment
SISFFIT308A	Plan and deliver gym programs
SISXOHS101A	Follow occupational health and safety policies
SISXRSK301A	Undertake risk analysis of activities

## Employability Skills Summary

### EMPLOYABILITY SKILLS QUALIFICATION SUMMARY

The following table contains a summary of the employability skills required by the fitness industry for this qualification. The employability skills facets described here are broad industry requirements that may vary depending on packaging options.

Employability Skill	Industry/enterprise requirements for this qualification include:
Communication	Negotiating with clients to determine and interpret their specific requirements and preferences; explaining the benefits of, and selling personal training services proactively to ensure profitability; adjusting communication styles to meet client needs and motivate clients to meet fitness goals; developing and maintaining documentation such as operational procedures, equipment instructions and marketing information.
Teamwork	Motivating and leading diverse groups of employees or clients; planning work to take into account other facility or environment users; providing support and coaching.
Problem-solving	Anticipating facility, equipment or staffing problems and developing a range of strategies to address typical problems; preparing business or operational plans which outline risk management strategies and actions; identifying issues related to client adherence to exercise programs and developing practical solutions; monitoring client progress and identifying modifications to fitness activities and services based on client feedback; identifying issues outside of scope and determining when to refer clients to medical and allied health professionals.
Initiative and enterprise	Using creativity and innovation in delivering exercise sessions that meet or exceed client expectations or improve business capacity; adapting products and services to respond to emerging fitness industry trends; implementing a continuous improvement approach across the personal training business.
Planning and organising	Collecting, analysing and recording client information to allow for the efficient planning and delivery of personal training sessions; developing business or operational plans to ensure effective delivery of services; preparation of exercise programs that include progression and are appropriate to the client's fitness goals; allocating equipment and determining staffing levels to deliver programmed sessions.
Self-management	Understanding and complying with the legal and ethical responsibilities that apply to personal trainers; understanding and respecting scope of practice; taking responsibility for scheduling

**EMPLOYABILITY SKILLS QUALIFICATION SUMMARY**

	own time to ensure the personal training business runs efficiently and profitably; seeking and acting on feedback and guidance from clients and colleagues.
Learning	Proactively maintaining and updating exercise product and service knowledge and skills; sharing information with colleagues; accessing current evidence based research; actively listening to clients to learn more about their needs and preferences and incorporating these in program design.
Technology	Identifying updated technologies that assist in the planning, delivery and selling of exercise products and services; safely using and maintaining exercise equipment according to manufacturer's specifications and own policies and procedures.

## Packaging Rules

15 units must be completed:

- 10 core units
- 5 elective units, consisting of:
  - all the units in any one of Groups A to C
  - the remaining to make up the required 5 elective units from General electives; up to 2 of these remaining units may be selected elsewhere in SIS10 or any current accredited course or other Training Package, and must be first packaged at AQF level 3 or 4.

In all cases, selection of electives must be guided by the job outcome sought, local industry requirements and the characteristics of this qualification (as per the AQF descriptors).

<b>Core (10)</b>	
BSBSMB401A	Establish legal and risk management requirements of small business
BSBSMB403A	Market the small business
BSBSMB404A	Undertake small business planning
SISFFIT415A	Work collaboratively with medical and allied health professionals
SISFFIT416A	Apply motivational psychology to provide guidance on exercise behaviour and change to meet health and fitness goals
SISFFIT417A	Undertake long term exercise programming
SISFFIT418A	Undertake appraisals of functional movement
SISFFIT419A	Apply exercise science principles to planning exercise
SISFFIT420A	Plan and deliver exercise programs to support desired body composition outcomes
SISFFIT421A	Plan and deliver personal training
<b>Electives (5)</b>	
<b>Group A - Aqua Trainer</b>	
SISCAQU202A	Perform basic water rescues
SISCAQU307A	Perform advanced water rescues

SISFFIT422A	Implement inclusive aquatic activities for specific population groups
<b>Group B - Children's Trainer</b>	
CHCIC301E	Interact effectively with children
SISFFIT313A	Plan and deliver exercise to apparently healthy children and adolescents
<b>Group C - Older Clients Trainer</b>	
SISFFIT314A	Plan and deliver exercise to older clients with managed conditions
<b>General electives</b>	
<b>Aquatics</b>	
SISCAQU312A	Assist participants with a disability during aquatic activities
<b>Fitness</b>	
SISFFIT311A	Deliver approved community fitness programs
SISFFIT312A	Plan and deliver an endurance training program
<b>Strength and Conditioning</b>	
SISSTC301A	Instruct strength and conditioning techniques
SISSTC402A	Develop strength and conditioning programs
<b>Cross Sector</b>	
SISXIND406A	Manage projects
<b>Imported</b>	
BSBFRA402B	Establish a franchise
BSBFRA403B	Manage relationship with franchisor
BSBHRM402A	Recruit, select and induct staff
BSBSMB306A	Plan a home-based business
BSBSMB405B	Monitor and manage small business operations

BSBSMB406A	Manage small business finances
BSBSMB407A	Manage a small team
BSBSUS201A	Participate in environmentally sustainable work practices
CUFIND401A	Provide services on a freelance basis
ICAICT203A	Operate application software packages
SITXHRM003A	Roster staff