

Strategies for Success

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Factors Influencing Exercise Participation and Adherence

- Personal attributes

- Environmental

- Physical-activity

Client – Trainer Relationship: 4 stages

- Rapport → Investigation → Planning → Action

Understanding your client

- Exercise experience, thoughts & feelings → exercise
- Identify personality profile
- Identify stage of behavior change
- Communicate to address needs of personality and stage of behavior change

Help clients maintain motivation, prevent relapse to inactivity and build adherence:

- Goal setting Program design
- Social support Strategies to avoid high-risks situations
- Establish self-efficacy

Rapport - Components of communication

- Visual – body language
- Vocal – tone of voice
- Verbal – actual words used

Establishing Rapport:

Environment – be mindful where you have initial client meeting → privacy

Effective communication

- Visual – professional appearance, environment (location of initial meeting)
 - Nonverbal communication
- Vocal – appropriate voice
 - Tone/articulation
 - Volume/speed/pitch
- Listening
 - Indifferent Passive
 - Selective Active
- Active listening

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Interviewing techniques: Health History Questionnaire – Practical exercise

- Use the questions to guide the conversation to develop rapport.

Motivational interviewing - build in to conversation

- Identifying motivators: use interviewing/questioning to determine specific motivational drivers
- Understand current behavioral state

Empathy

- Relating to the client

Personality Indexing

Identify your personality style:	
Dominance Scale	Sociability Scale
<ul style="list-style-type: none"> • Aggressive • Challenging & confronting • Forceful • Outspoken • Takes charge • Assertive • Competitive • Straightforward • Frank • Blunt 	<ul style="list-style-type: none"> • Accepting & supporting • Easy to know • Friendly & outgoing • People-oriented • Sociable • Agreeable • Cares how others feel • Flexible • Warm • Fun-loving
Total:	Total:

General Personality Style Traits – Daves-Holland Model		
Personality Style	General Traits	Working with Personality Trait
Deliberator: <ul style="list-style-type: none"> • Low sociability • Low dominance 		
Director: <ul style="list-style-type: none"> • Low sociability • High dominance 		

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<p>Collaborator:</p> <ul style="list-style-type: none"> • High sociability • Low dominance 		
<p>Expressor:</p> <ul style="list-style-type: none"> • High sociability • High dominance 		

Stages of Behavior Change

Understand how to help clients progress through the various stages of change.

Stage	Description	Engaging the Client
<i>Pre-contemplation</i>		
<i>Contemplation</i>		
<i>Preparation</i>		
<i>Action</i>		
<i>Maintenance</i>		

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Processes of Change

Cognitive	Behavior

Decisional Balance:

Benefits of changing behavior MUST outweigh barriers to making the change

Decisional Balance Worksheet

Perceived gains associated with adopting desired behaviors:	Perceived losses associated with adopting desired behaviors:
Strategies to maximize potential for achieving gains:	Strategies to minimize potential of perceived losses:

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Social Cognitive Theory

- Behavior is affected by: environment, personal factors and the behavior itself

Self-efficacy – an individual’s belief in the ability to complete a task, influenced by:

Participation Variables

Factors influencing self-efficacy

Overcoming Barriers – IDEA Form

- Identify a barrier:

- Develop creative solutions:

- Evaluate list of solutions; identify solutions to put into action:

- Analyze how well plan worked; revise if necessary:

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Practical exercise

Physical Activity Enjoyment Scale (PACES)								
	1	2	3	4	5	6	7	
1. I enjoy it	1	2	3	4	5	6	7	I hate it
2. I feel bored	1	2	3	4	5	6	7	I feel interested
3. I dislike it	1	2	3	4	5	6	7	I like it
4. I find it pleasurable	1	2	3	4	5	6	7	I find it unpleasurable
5. I am very absorbed in PA	1	2	3	4	5	6	7	I am not into PA
6. It's not fun at all	1	2	3	4	5	6	7	It's a lot of fun
7. I find it energizing	1	2	3	4	5	6	7	I find it tiring
8. It makes me depressed	1	2	3	4	5	6	7	It makes me happy
9. It's very pleasant	1	2	3	4	5	6	7	It's very unpleasant
10. I feel good physically while doing it	1	2	3	4	5	6	7	I feel bad physically while doing it
11. It's very invigorating	1	2	3	4	5	6	7	It's not at all invigorating
12. I'm very frustrated by it	1	2	3	4	5	6	7	I'm not at all frustrated by it
13. It's very gratifying	1	2	3	4	5	6	7	It's not at all gratifying
14. It's very exhilarating	1	2	3	4	5	6	7	It's not at all exhilarating
15. It's not at all stimulating	1	2	3	4	5	6	7	It's very stimulating
16. It gives me a strong sense of accomplishment	1	2	3	4	5	6	7	It does not give me any sense of accomplishment
17. It's very refreshing	1	2	3	4	5	6	7	It's not at all refreshing
18. I feel as though I would rather be doing something else	1	2	3	4	5	6	7	I feel as though there is nothing else I would rather be doing

Adapted from *Motivating People to Be Physically Active* by Marcus and Forsyth, 2003.

For items 1, 4, 5, 7, 9, 10, 11, 13, 14, 16 and 17 assign point values as follows:

If client answered:

- 1 – give a score of 7
- 7 – give a score of 1
 - Add scores, a higher score reflects more enjoyment from physical activity

Creating healthy habits

Cue → Routine → Reward

Coaching - Influencing change through interactive dialogue with intelligent questioning
Interactive coaching

Role of a coach

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Asking the right questions:

Probing

Closed

Open

Using exercise program design to developing self-efficacy

Applying the ACE IFT Model – progressive model of intensity

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