



040-444^{Q&As}

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QUESTION 1

The C-shaped cartilages of the trachea allow all of the following to occur EXCEPT

- A. Ciliated movement of mucus-secreting cells.
- B. Distention of the esophagus.
- C. Maintenance of open airway.
- D. Prevention of tracheal collapse during pressure changes.

Correct Answer: A

QUESTION 2

A client's health screening should be administered before

- A. Any contact with the client.
- B. Any physical activity by the client at your facility.
- C. Fitness assessment or programming.
- D. The initial "walk-through" showing of a facility.

Correct Answer: B

QUESTION 3

According to the most recent National Institutes of Health's Clinical Guidelines for the Identification, Evaluation, and Treatment of Overweight and Obesity in Adults, recommendations for practical clinical assessment include

- A. Determining total body fat through the BMI to assess obesity.
- B. Determining the degree of abdominal fat and health risk through waist circumference.
- C. Using the waist-to-hip ratio as the only definition of obesity and lean muscle mass.
- D. Both A and B.

Correct Answer: D

QUESTION 4

What are some of the common sales "rules" in promoting your fitness program?

- A. Selling memberships at any cost is key.



- B. You know more than they do, so be aggressive.
- C. Honesty and an understanding of the needs of the potential member are always the best way.
- D. Long-term agreements make more money than short-term agreements.

Correct Answer: C

QUESTION 5

The three functions of the Participant-Centered Education and Counseling Model include

- A. Identifying high-risk situations, developing a plan for these situations, and eliminating "all-or- none" thinking.
- B. Information gathering, developing a helping relationship, and participant education and counseling.
- C. Exhibiting empathy, legitimizing a client's concerns, and forming a partnership.
- D. Assessing, asking questions, and establishing a supportive relationship.

Correct Answer: B

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