1. A comprehensive written aquatic emergency plan includes:
   A. Emergency response for at least two programs/services offered in each aquatic area.
   B. Specific emergency responsibilities for the first, second and third responders.
   C. Instructions on how to locate the pool chemical Material Safety Data Sheets.
   D. Required monthly training for all aquatic staff.

   Answer: B  Task Statement: T-1  Knowledge Statement: K-8

   Explanation: Choice A is not correct because all programs are covered in the ERP. Choice B is the only choice that comes directly from the standards and guidelines – See Chapter 7, Aquatics Standard 2, Guideline 2. While required to be available, choice C is not correct because the location of the MSDS sheets is not required to be in the ERP. Choice D is not correct because the ERP is not required to address monthly training standards.

2. If candidates with the following credentials applied for a personal training position within your facility, which would be the most qualified, based on credentials alone?
   A. A trainer who is certified in a variety of specialty programs such as boxing, and TRX.
   B. A trainer who has a degree in athletic training.
   C. A trainer who completed a NCCA accredited certified personal trainer certification.
   D. A trainer who is in process of attaining a degree in exercise science.


   Explanation: Choice A is not correct because the standards require that trainers hold a NCCA or ISO 17024 accredited certification. Choice B is not correct because in addition to the degree, a NCCA or ISO 17024 accredited certification is required. Choice C is the correct response because it is the only choice that includes the requirement for NCCA or ISO 17024 accredited certification. Choice D is not correct because NCCA or ISO 17024 certification is required in addition to a degree in an exercise related field.
3. The primary purpose of a pre-activity screening is:
   A. To determine who has heart disease.
   B. To determine the fitness level of the participant.
   C. To cover the facility from a possible lawsuit.
   D. Identify those who should undergo medical evaluation before starting an exercise program.

   Answer: D    Task Statement: T-3    Knowledge Statement: K-27

   ACSM's Health/Fitness Facility Standards and Guidelines, 2013, p 3

   **Explanation:** Choice A is not correct because it is outside the scope of practice to diagnose heart disease. Choice B is not correct because a pre-activity screen is not designed to measure fitness levels. Choice C is not correct because reduced liability is not the primary reason for pre-activity screening. It is true, however, that performing pre-activity screening may provide some reduction in exposure to a legal action. Choice D is the correct response because the pre-activity screening will help identify people at high risk for exercise and identify those who may need to undergo additional medical screening before it is safe for them to exercise.

4. Which of the following preventive/lifestyle modification programs must a medical fitness center offer for its members and the community?
   A. Formal lifestyle modification programs delivered by the medical director for members referred by physicians.
   B. Preventive/Lifestyle modification, health improvement, and risk reduction programs.
   C. Treatment and intervention programs that adhere to guidelines established by the program director.
   D. Physician-led lifestyle modification and risk reduction classes and workshops.

   Answer: B    Task Statement: T-4    Knowledge Statement: K-26

   MFA's Standards & Guidelines for Medical Fitness Center Facilities, pages 33-34.

   **Explanation:** Choice A is not correct because there is no requirement that the Medical Director be involved in the delivery of lifestyle intervention programming. Choice B is the correct response because these programs are the minimum requirements to be a certified facility. Choice C is not correct because the program director is not the final authority for any treatment regimen or program. Choice D is not correct because there is no requirement that the programs offered be physician led.
5. What is the best way to ensure a fitness facility is operating efficiently compared to other similar sized facilities?
   A. Compare current facility performance to industry benchmarks.
   B. Compare center's year-over-year performance.
   C. Evaluating performance and financial ratios.
   D. Compare facility's actual financial performance to budget and prior year's performance.

   Answer: A   Task Statement: T-5   Knowledge Statement: K-40

   Explanation: Choice A is the correct response since comparison of one’s own performance to a national benchmark or top 25th percentile performance is the best way offered to set targets for improvement. Choice B is a good choice, but not correct because only comparing yourself to yourself will not always set high enough expectations and/or meaningful targets. Choice C is not correct because merely looking at performance ratios without comparing them to a benchmark is only of limited use. Choice D, while important, is not the correct response because comparison only with one’s self will seldom yield the best outcomes.

6. The term EBITDA represents:
   A. Earnings before interest, taxes, dues, and ancillary revenues.
   B. Earnings before interest, taxes, depreciation, and amortization.
   C. Expenses before interest, taxes, depreciation, and amortization.
   D. Earnings before, yet inclusive of, taxes, depreciation, and amortization.

   Answer: B   Task Statement: T-6   Knowledge Statement: K-44

   Explanation: Choice B is the only correct choice by definition.
7. A popular method for coaching individuals through health-related behavior change is to use a "scaling" technique. Which of the following provides the BEST example of scaling?
   A. "Would you rate your ability to work out at least twice a week high or low?"
   B. "Using a 'consistent versus inconsistent' scale, where do you see yourself when considering coming to the facility at least twice a week?"
   C. "What type of rating scale would you like to use when considering working out at least twice a week?"
   D. "On a scale from 1 to 10, how confident are you that you will be able to work out at least twice a week?"

Answer: D         Task Statement: T-7        Knowledge Statement: K-51

Explanation: Choice A is not correct because the question does not measure the likelihood of a behavior change. Choice B is not correct because the question does not measure the likelihood of a behavior change. Choice C is not correct because the question does not measure the likelihood of a behavior change. Choice D is the correct response because the question measures the likelihood of a behavior change.

8. The Virginia Graeme Baker Pool and Spa Safety Act (2008) was created to protect customers:
   A. By instituting pool depth regulations.
   B. From entrapment by requiring a specific type of drain cover.
   C. From contracting water-borne illness by improving pool chemical standards.
   D. From increased risk of drowning by requiring certified pool operators to be on staff or contracted by all pool operating facilities.

Answer: B         Task Statement: T-8        Knowledge Statement: K-8


Explanation: Choice A is not correct because the ACT does not address pool depth. Choice B is the correct response because The VGBP&SSA was enacted to prevent injury or death from drain suction. Choice C is not correct because the ACT does not address water borne illness. Choice D is not correct because the ACT does not address the need for a CPO on staff.
9. What is the rationale for offering clinically integrated fitness programming?
   A. Any physical activity above a basal level offers health benefits to the person participating in that activity.
   B. Provide a place to send rising risk patients for exercise interventions to improve their clinical outcomes and improve their biometric screening results.
   C. Physically active people have higher levels of health-related fitness, a lower risk profile for medical conditions and lower rates of chronic disease.
   D. People who exercise have a higher quality of life for a longer period of time.

   Answer: C   Task Statement: T-8   Knowledge Statement: M-5


   Explanation: Choice A, while generally true, is not the correct answer because it does not address clinical programming. Choice B is not correct because clinical programming is not limited to just rising risk patients. Choice C is the best response because it addresses the aims of clinical programming. Choice D is also true, but is not correct because quality of life is only one component of clinical programming.

10. Which option corresponds with the following scenario: A fitness center with a hybrid business structure, no more than 35 stockholders with minimal cash advantage, low education/marketing/operating support, but having a high sense of community involvement?

   A. Subchapter S Corporate business structure operating as an independent Center.
   B. Large partnership structure operating under a franchise.
   C. Limited Liability Corporate structure operating as an independent center.
   D. Sole proprietorship structure operating in cooperation with multiple centers.

   Answer: A   Task Statement: T-9   Knowledge Statement: K-54


   Explanation: Choice A is correct since the description in the question stem is the definition of a Subchapter S Corporation. Choice B is not correct because franchises would not work well in a Sub S Corp model. Choice C is not correct because an LLC does not have stockholders, but members and is not limited to 35 or less. Choice D is not correct because a sole proprietorship, by definition has no separate existance apart from its single owner.