



**CIMSPA PROFESSIONAL STANDARD**

# Pilates Based Matwork Instructor

(FULL STANDARD)

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# CIMSPA PROFESSIONAL STANDARD: Pilates Based Matwork Instructor

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## ABOUT THIS STANDARD

This document is a CIMSPA professional standard (full version).

The full version of this standard is available to CIMSPA awarding organisation, training provider, higher education, and further education partners.

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## 1. Overview

### **Professional standard: Pilates Based Matwork Instructor**

This professional standard outlines the role and scope of a Pilates based matwork instructor and the essential knowledge and skills that are needed to meet the requirements of Practitioner membership with CIMSPA (the sector minimum deployment standard).

This full version of this standard is available to CIMSPA awarding organisation, training provider, higher education, and further education partners. It provides guidance for the development of educational products that will be endorsed by CIMSPA.

### **Endorsed qualification logo**

Qualifications that meet the requirements of this CIMSPA professional standard will display this official CIMSPA endorsement logo.



## 2. Scope of the Pilates based matwork Instructor

The role of the Pilates based matwork instructor is to engage, facilitate, educate, and support clients within Pilates classes.

Within the scope of their role, a Pilates based matwork instructor will:

- Play a key role in the client experience and client retention, motivating clients to continually engage with exercise and physical activity to support long-term, health-related behaviour change.
- Motivate clients to engage with exercise and physical activity to promote a positive experience.
- Know how to conduct pre-exercise screening and when individuals should be referred to other exercise or health professionals.
- Plan safe and effective Pilates based matwork classes, providing ongoing supervision, monitoring, and session review.
- Have responsibility for health and safety and cleaning relevant to their role and environment.
- Support the client to progress and provide adaptations to meet the individuals needs within the classes.
- Teach Pilates based matwork to groups and individuals to include the Pilates fundamentals and principles.
- Teach Pilates based matwork, including adaptations of original mat-based Pilates exercises for group classes and 1-1s.
- Develop an understanding of the full Pilates system including apparatus.

### 3. CIMSPA membership eligibility

Graduates of this professional standard will meet the requirements to be a CIMSPA member. They will:

#### **UNDERSTAND**

- How to work with a group of clients with different needs, in different types of environments.

#### **HAVE DEMONSTRATED**

- Competence of working with a group of clients, in a single environment.

Additional specialist standards (population, environment or technical) can be added to educational products to widen the scope of the role and enable an individual to show their expertise in additional populations, in different environments and with technical specialisms.

#### **Examples of specialisms that may be added:**

- Working with antenatal and postnatal clients
- Working with people with long term conditions
- Working with inactive people

*Refer to the CIMSPA Professional Standards Matrix for a comprehensive overview as to how job roles relate to populations, environments, and technical specialisms.*

## 4. Summary of knowledge and skills

### Pilates Based Matwork Instructor

Topic	Knowledge	Skills
<b>Origins and fundamentals of Pilates</b>	<ul style="list-style-type: none"><li>• The history of Pilates.</li><li>• The fundamentals and principles.</li><li>• The original exercises and variations including pre-Pilates.</li><li>• The different approaches for Pilates today – classical and contemporary.</li></ul>	<ul style="list-style-type: none"><li>• Ability to embody the Pilates method through exercise demonstration.</li></ul>
<b>Communication</b>	<ul style="list-style-type: none"><li>• A range of techniques to effectively communicate and engage with clients.</li><li>• The importance of communication skills and the different strategies that can be used to adapt own communication style to suit client's personality and needs.</li></ul>	<ul style="list-style-type: none"><li>• Ability to effectively communicate with clients using a range of techniques.</li><li>• Be able to interpret and evaluate communication and adapt own communication styles to encourage and motivate clients to achieve their goals.</li></ul>
<b>Anatomy &amp; Physiology</b>	<ul style="list-style-type: none"><li>• Human movement/biomechanics, kinesiology, anatomy and physiology including the cardiovascular and respiratory, musculoskeletal, nervous and endocrine systems and the implications of long and short-term exercise on these systems.</li></ul>	<ul style="list-style-type: none"><li>• Ability to apply the principles of biomechanics, kinesiology, human movement, and the components of fitness to facilitate clients' desired physiological goals.</li></ul>
<b>Lifestyle management and client motivation</b>	<ul style="list-style-type: none"><li>• The range of factors that contribute to an individual's lifestyle such as nutrition, stress, fatigue, alcohol, and levels of physical activity.</li><li>• How to create a positive environment that motivates and empowers clients and promotes adherence to exercise and physical activity, to support goal achievement.</li><li>• How physical activity helps in the management of common health conditions.</li><li>• The process of behaviour change.</li><li>• The role of intrinsic and extrinsic motivation in exercise and physical activity adherence.</li></ul>	<ul style="list-style-type: none"><li>• Promote wellness advice and utilise opportunities to educate clients about how modern lifestyles impact upon health and wellbeing.</li><li>• Create a positive, motivating, and empowering environment to support adherence to exercise and physical activity and goal achievement.</li></ul>

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**Plan and review  
Pilates based  
matwork**

- Know how to plan safe and effective Pilates based matwork sessions/programmes tailored to the needs of a range of clients within scope of practice.
  - Know the current recognised national/international guidelines for developing the components of fitness.
  - Know how to monitor and review safe and effective Pilates based matwork sessions/programmes.
- Plan safe and effective Pilates based matwork sessions/programmes for a range of clients, using appropriate equipment and methods.
  - Monitor and review the effectiveness of the Pilates based matwork sessions/programme to ensure it is engaging, varied and progressive to clients' needs and goals, whilst adhering to the Pilates system and principles.
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Topic	Knowledge	Skills
<b>Deliver and supervise Pilates based matwork</b>	<ul style="list-style-type: none"> <li>● Know the relevant Pilates based matwork exercises and variations/adaptations that involve mobility, stability, functional strength and flexibility exercises or movement patterns.</li> <li>● How to deliver safe and effective Pilates based matwork sessions/programmes.</li> <li>● How to supervise safe and effective Pilates based matwork exercises through observation of movement and technique.</li> <li>● How to modify safe and effective Pilates based matwork exercises following observation of client's movement and technique.</li> <li>● How to instruct the correct and safe way to perform Pilates based matwork exercises.</li> <li>● How to adapt exercises based on the client's fitness/individual needs and the FITT principles.</li> </ul>	<ul style="list-style-type: none"> <li>● Deliver safe and effective Pilates based matwork sessions.</li> <li>● Correctly demonstrate a range of relevant Pilates based matwork exercises and variations/adaptations that involve mobility, stability, functional strength and flexibility exercises or movement patterns</li> <li>● Supervise technique to ensure safety and effectiveness.</li> <li>● Modify exercises based on observation of client's movement and technique.</li> <li>● Create an environment to inspire clients, by injecting personality, and a degree of showpersonship in each session.</li> <li>● Provide feedback on performance and advise suitable adaptations /regressions/progressions/ corrective strategies to ensure continued success.</li> </ul>
<b>Business acumen</b>	<ul style="list-style-type: none"> <li>● A variety of effective marketing strategies, the importance of conducting research and the key factors that influence a marketing plan.</li> <li>● The principles of business planning and how to grow and develop a portfolio of classes and client base to successfully achieve individual and/or organisational goals.</li> <li>● How to create, maintain, monitor and interpret financial data, and promote activities which support business objectives and growth.</li> </ul>	
<b>Professional practice</b>	<ul style="list-style-type: none"> <li>● Recognise best practice for Pilates based matwork instructors in the industry through professional ethics, values, and appropriate legislation such as data protection and confidentiality, supporting the health, safety and welfare of clients and others at all times.</li> <li>● How to develop self, by maintaining a high level of relevant industry knowledge through regular related professional development.</li> </ul>	<ul style="list-style-type: none"> <li>● Provide a high standard, client focused service through excellence in the Pilates based matwork environment and application of best practice such as injury prevention and risk management.</li> <li>● Demonstrate confidentiality and secure processing and storage when handling client data, adhering to relevant legislation.</li> <li>● Refer clients to equipment-based Pilates practices when necessary.</li> </ul>



## 5. Product development guidance

This section is aimed at organisations developing educational products mapping to this professional standard. The requirements should be taken into account in the development of all educational products seeking CIMSPA endorsement.

The CIMSPA Professional Development Board (PDB) has agreed that any of the following educational products can be developed for the role of a Pilates Based Matwork Instructor:

Educational product	Mapping requirements	Professional standard achieved on attainment?
Regulated vocational qualification	Fully mapped	YES
Apprenticeship programme	Fully mapped	YES
HE programme/modules	Fully mapped	YES/NO
CPD Programme/modules	Partially mapped	NO

Where evidence that all elements of the professional standard are included CIMSPA endorsement can be sought.

***All educational products must be submitted to CIMSPA for endorsement and should include all elements outlined in the professional standard and assessed in line with the intention of the standard.***

Awarding organisations and higher education institutions seeking CIMSPA endorsement for a product against this professional standard are asked to consider the following:

- a) They determine and justify the level of the product they have developed, in line with the regulator's guidance. To ensure parity, the level for all educational products that fully map to this professional standard should be the same; the level assigned is determined by leading awarding organisations currently offering qualifications in the sector in which the role resides. This is not a first-to-post exercise but one in which awarding organisations/higher education institutions are invited to submit their levelled units/full qualification for review as part of the CIMSPA endorsement process. Once agreed by CIMSPA, all subsequent fully mapped educational products must conform to the level set for this professional standard.

Level descriptors set out the generic knowledge and skills associated with the typical holder of a qualification at a given level and it should be ensured that educational products fully mapping to this professional standard are a 'best-fit' for the level assigned.

- b) They determine the total qualification time for the qualification/unit and outline the minimum requirements for practical assessment.
- c) They stipulate practical assessment must be conducted where practicably possible in a real-work environment ideally, 'on the job'/at work.
- d) Their quality assurance meets the appropriate regulator's guidance. Including; internal and external quality assurance, staffing requirements and assessment generation and evidence.

## 6. Learning and development requirements (LDRs)

The LDRs outline the key areas of learning and assessment that should be contained within any educational product seeking CIMSPA endorsement against a professional standard. There are 8 key areas of learning and development for the job role of a Pilates Based Matwork Instructor, of which all areas are interconnected and mandatory. The key areas are:

1. Origins and fundamentals of Pilates
2. Communication
3. Anatomy & physiology
4. Lifestyle management and client motivation
5. Plan and review Pilates based matwork
6. Deliver and supervise Pilates based matwork
7. Business acumen
8. Professional practice

N.B. Examples are given within the LDRs to provide an overview of the knowledge and skills most relevant to the role; it is not mandatory to assess learners against 100% of the examples provided, however, sufficient coverage to ensure occupational competence on achievement must be ensured. This will be reviewed as part of the CIMSPA endorsement process.

## 1. Origins and fundamentals of Pilates

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K1.1	History	<ul style="list-style-type: none"> <li>• Know the history of Pilates and how it has developed into the modern day.</li> <li>• Know the key people involved historically in developing the Pilates method, including key dates and milestones.</li> <li>• Know the main apparatus used traditionally and at Pilates studios today.</li> <li>• Understand how some of the apparatus-based exercise works with/supports or improves the matwork system.</li> </ul>
K1.2	Key fundamentals & principles	<ul style="list-style-type: none"> <li>• Know the 6 principles of Pilates to include.               <ul style="list-style-type: none"> <li>- Centering</li> <li>- Concentration</li> <li>- Control</li> <li>- Precision</li> <li>- Flow</li> <li>- Breath</li> </ul> </li> <li>• Know how to apply the 3 fundamentals to each exercise or movement pattern               <ul style="list-style-type: none"> <li>- Centering</li> <li>- Control</li> <li>- Breath</li> </ul> </li> </ul>
K1.3	Original 34 exercises	<ul style="list-style-type: none"> <li>• Know the original 34 Pilates exercises, their purpose, benefits, and contraindications.</li> </ul>
K1.4	Pre Pilates	<ul style="list-style-type: none"> <li>• Know how, why, and when to apply basic, preparatory exercises that build awareness of the body and prepare for more challenging Pilates based matwork exercises.</li> </ul>
K1.5	Phases of a Pilates based matwork session	<ul style="list-style-type: none"> <li>• Know how and why to prepare clients at the start of the session</li> <li>• Know how to structure the main phase of the class including:               <ul style="list-style-type: none"> <li>- How to break down the original Pilates exercises</li> <li>- How to layer the exercises for a mixed ability group</li> <li>- How to sequence the class considering flow and transition from one exercise to another including where to demonstrate from.</li> </ul> </li> <li>• Know appropriate, relevant movement patterns and flexibility work to close the class.</li> </ul>
Ref	Skills:	A Pilates Based Matwork Instructor must be able to:
S1.1	Embody the Pilates method	<ul style="list-style-type: none"> <li>• Show good body awareness, the Pilates principles and understanding of the Pilates method through own physical demonstration.</li> </ul>

## 2. Communication

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K2.1	Professionally interact	<ul style="list-style-type: none"> <li>• Understand how to professionally interact with clients and relevant professionals: e.g., GPs.</li> <li>• Know how to:               <ul style="list-style-type: none"> <li>– Introduce oneself</li> <li>– Build rapport</li> <li>– Connect with people to create a positive experience</li> <li>– Adapt communication style to suit client needs</li> <li>– Present accurate information (e.g., sensitivity, discretion, non-judgmental manner, respect the individuality of the client, language and terms understood by client/simplify technical information, etc).</li> </ul> </li> </ul>
K2.2	Communication techniques	<ul style="list-style-type: none"> <li>• Understand different communication techniques and how to use them:               <ul style="list-style-type: none"> <li>– Observation/non-verbal techniques/body language</li> <li>– Negotiation</li> <li>– open/closed questioning</li> <li>– motivational interviewing techniques: e.g., developing “importance,” “confidence” and “readiness”</li> <li>– dealing with resistance to change</li> <li>– using open-ended questioning</li> <li>– reflective statements</li> <li>– paraphrasing</li> <li>– summarising</li> <li>– decisional balance sheet</li> <li>– active listening</li> </ul> </li> <li>• Know the most appropriate communication methods when delivering classes or 1-1s, for example demonstration, verbal cueing, hands on assistance/tactile coaching, visualisation e.g., imagery.</li> </ul>
Ref	Skills:	A Pilates Based Matwork Instructor must be able to:
S2.1	Professionally interact	<ul style="list-style-type: none"> <li>• Use a range of communication techniques to:               <ul style="list-style-type: none"> <li>– Introduce oneself.</li> <li>– Build rapport.</li> <li>– Create a positive customer experience.</li> <li>– Suit the client needs e.g., their stage of change.</li> <li>– Present clear and accurate information.</li> </ul> </li> </ul>
S2.2	Communication techniques	<ul style="list-style-type: none"> <li>• Use the most appropriate communication methods when delivering classes or 1-1s to support client’s understanding of the exercise purpose and how to perform it, for example:               <ul style="list-style-type: none"> <li>– Demonstration</li> <li>– Verbal cueing</li> <li>– Hands on assistance/tactile coaching</li> <li>– Visualisation (where appropriate) e.g., imagery</li> </ul> </li> </ul>

### 3. Anatomy and Physiology

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Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K3.1	Bones	<ul style="list-style-type: none"><li>• Understand the classification and structure of bones:<ul style="list-style-type: none"><li>– Long, short, flat, sesamoid, irregular.</li><li>– Compact and spongy/cancellous tissue, articular cartilage, epiphysis, diaphysis, periosteum, epiphyseal plates, bone marrow, the vertebral column (cervical, thoracic, lumbar, sacral, and coccygeal), stages of bone growth, remodeling process, ageing process, osteoblasts, and osteoclasts.</li></ul></li><li>• Understand the function of bones:<ul style="list-style-type: none"><li>– Muscle attachments and levers</li><li>– Protection of internal organs</li><li>– Red and white blood cell production</li><li>– Stages of bone growth - remodeling process, ageing process.</li><li>– The role of osteoblasts, osteoclasts, hormonal contribution, body weight, calcium, and vitamin D in bone density.</li></ul></li><li>• Understand the effects of exercise on bones:<ul style="list-style-type: none"><li>– Weight bearing and non-weight-bearing exercise.</li><li>– Acute and chronic effects.</li><li>– Stabilisation of the body.</li><li>– Neutral spine alignment.</li><li>– Potential ranges of movement of the spine.</li><li>– Transmission of stress caused by impact, body weight, bone density.</li></ul></li></ul>
K3.2	Joints	<ul style="list-style-type: none"><li>• Understand the classification and structure of joints:<ul style="list-style-type: none"><li>– Fibrous, cartilaginous, synovial.</li><li>– Joint capsule, synovial membrane, synovial fluid, ligaments, tendons, and cartilage (hyaline and fibrocartilage), curves/regions of the spine.</li></ul></li><li>• Understand the function of joints:<ul style="list-style-type: none"><li>– Joint movement terminology: flexion and extension, adduction and abduction, circumduction, supination and pronation, plantar flexion and dorsiflexion, lateral flexion and extension, horizontal flexion and extension, elevation and depression, inversion and eversion, tensile strength of ligaments.</li><li>– Planes of motion: transverse, frontal and sagittal.</li><li>– Joint stability, passive and active structures, shock absorption: e.g., natural curves of the spine.</li></ul></li><li>• Understand the effects of exercise on joints:<ul style="list-style-type: none"><li>– Effect of muscle contractions and movements: e.g., posture, impact, body weight.</li><li>– Active stability of joints: key joints at risk (spine, shoulder joint).</li><li>– Risks: lack of biomechanical efficiency, reduction in transmission of stress, increased risk of injury, increased loading placed on synergists.</li></ul></li></ul>

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Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K3.3	Muscles	<ul style="list-style-type: none"> <li>● Understand the classification and structure of muscles: <ul style="list-style-type: none"> <li>- Cardiac, smooth, skeletal.</li> <li>- Connective tissue (epimysium, perimysium, endomysium).</li> <li>- Muscle fibres - slow twitch type I (slow oxidative), fast twitch (type 2a: fast oxidative glycolytic and type 2b: fast glycolytic).</li> <li>- Muscles and muscle attachment sites (origins and insertions), to cover: <ul style="list-style-type: none"> <li>○ Rotator cuff: SITS (S: supraspinatus I: infraspinatus T: teres minor S: subscapularis).</li> <li>○ Shoulder girdle: levator scapulae, pectoralis minor, serratus anterior, trapezius, rhomboids major/minor, teres major.</li> <li>○ Spinal extensors: erector spinae, iliocostalis, longissimus, spinalis, multifidus, quadratus lumborum.</li> <li>○ Hip flexors (iliopsoas): iliacus, psoas major.</li> <li>○ Adductors: magnus, brevis, longus, pectineus, gracilis, sartorius.</li> <li>○ Abductors: gluteus medius, gluteus minimus, piriformis, tensor fascia latae.</li> <li>○ Abdominals: internal and external obliques, transversus abdominus.</li> <li>○ Intercostals: diaphragm.</li> <li>○ 'Core' and pelvic floor muscles.</li> <li>○ Local/deep, global/superficial muscles.</li> </ul> </li> </ul> </li> <li>● Understand the function of muscles: <ul style="list-style-type: none"> <li>- Muscle actions: to cover muscles listed above.</li> <li>- Roles of major muscles: prime mover (agonist), antagonist, synergist, fixators.</li> <li>- Muscle contractions: concentric and eccentric (isotonic), isometric and isokinetic.</li> <li>- The principles of muscle contraction: e.g., all or none law, sliding filament theory, stretch reflex and reverse stretch reflex, size principle of motor unit recruitment.</li> <li>- Biomechanics: 1st, 2nd, and 3rd class levers.</li> <li>- 'Core' and pelvic floor.</li> <li>- Local/deep; global/superficial.</li> </ul> </li> <li>● Understand the effects of exercise on muscles: <ul style="list-style-type: none"> <li>- Short and long-term effects, delayed onset of muscles soreness (DOMS), muscle fatigue.</li> <li>- Response to overuse, underuse, misuse: e.g., shortening/weakening, altered roles/synergists becoming prime movers etc.</li> </ul> </li> </ul>

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K3.4	Biological systems	<ul style="list-style-type: none"> <li>• Understand the classification and structure of biological systems: <ul style="list-style-type: none"> <li>– Muscular and skeletal.</li> <li>– Cardiovascular: heart (e.g., atria and ventricles), arteries, arterioles, veins, venules, and capillaries.</li> <li>– Respiratory; lungs, pharynx, larynx, trachea, bronchi, bronchioles, alveoli.</li> <li>– Nervous: central nervous system and peripheral nervous system, neurons, motor units, proprioceptors (muscle spindles and Golgi tendon organs).</li> <li>– Endocrine: hormones and glands.</li> </ul> </li> <li>• Understand the function of biological systems: <ul style="list-style-type: none"> <li>– Cardiovascular: cardiac cycle, stroke volume, cardiac output, blood pressure (systolic and diastolic).</li> <li>– Respiratory: mechanism of breathing, gaseous exchange.</li> <li>– Nervous: sensory input, interpretation, motor output.</li> <li>– Endocrine: secretion of hormones.</li> </ul> </li> <li>• Understand the effects of exercise on biological systems: <ul style="list-style-type: none"> <li>– Cardiorespiratory: short and long-term effects on blood pressure, aerobic respiration, venous return, the implications of blood pooling.</li> <li>– Nervous: motor unit recruitment, inter and intramuscular coordination, neuromuscular coordination.</li> <li>– Endocrine: hormonal responses.</li> <li>– Signs and symptoms of overtraining.</li> </ul> </li> </ul>
K3.5	Energy systems	<ul style="list-style-type: none"> <li>• Understand the classification of energy systems: <ul style="list-style-type: none"> <li>– Aerobic, anaerobic (lactate and creatine phosphate).</li> </ul> </li> <li>• Understand the function of energy systems: <ul style="list-style-type: none"> <li>– How the energy systems function independently and how they interact with one another.</li> </ul> </li> <li>• Understand the effects of exercise on energy systems: <ul style="list-style-type: none"> <li>– ATP re-synthesis, aerobic and anaerobic threshold, and effects of different training methods/systems.</li> </ul> </li> </ul>
K3.6	Anatomical planes of movement	<ul style="list-style-type: none"> <li>• Understand the classification of anatomical planes of movement: <ul style="list-style-type: none"> <li>– Frontal (coronal), sagittal and transverse.</li> </ul> </li> </ul>
K3.7	Anatomical terms of location	<ul style="list-style-type: none"> <li>• Understand the classification of anatomical terms of location: <ul style="list-style-type: none"> <li>– Superior and inferior, Anterior, and posterior, Medial and lateral, Proximal, and distal, Superficial, and deep.</li> </ul> </li> </ul>
K3.8	Applied biomechanics and kinesiology	<ul style="list-style-type: none"> <li>• Understand the effect of exercise variables on biomechanics and kinesiology:</li> <li>• Levers, gravity/centre of gravity, momentum, force, planes of motion, length-tension relationships, open and closed chain kinetic movements with examples of each and a consideration of their advantages and disadvantages.</li> </ul>
K3.9	Posture	<ul style="list-style-type: none"> <li>• Understand the effect of exercise on posture: <ul style="list-style-type: none"> <li>– Core stabilisation exercises, impact on posture, potential for injury/aggravation of problems.</li> </ul> </li> <li>• Understand abnormal degrees of curvature of the spine and their implications.</li> </ul>

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<b>Ref</b>	<b>Skills:</b>	<b>A Pilates Based Matwork Instructor must be able to:</b>
<b>S3.1</b>	Supporting achievement of clients' physiological goals	<ul style="list-style-type: none"><li>• Apply appropriate methods and techniques to facilitate clients' desired physiological goals.</li></ul>

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## 4. Lifestyle management and client motivation

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K4.1	Lifestyle and health promotion	<ul style="list-style-type: none"> <li>• Understand components of a healthy lifestyle and factors that affect health and wellbeing and how Pilates can support this.</li> <li>• Understand the UK physical activity guidelines for different ages and the dose-response relationship.</li> <li>• Know the nationally recognised healthy eating recommendations. Know how to seek evidence-based/reputable health and wellbeing advice.</li> <li>• Understand the benefits of physical activity/exercise to health and wellbeing.</li> <li>• Know how to tailor advice on the components of a healthy lifestyle according to the individual client.</li> <li>• Know how to communicate the health-related benefits of exercise to clients.</li> <li>• Know how technological advancements can be used to support the participants experience to increase physical activity levels, motivation, engagement, and focus (e.g., wearable technology, pedometers, mobile phone applications).</li> <li>• Know how technology and the use of apps can support an individual's engagement with continued, sustained and monitored sport and physical activity.</li> </ul>
K4.2	Prevention and management of common long term health conditions	<ul style="list-style-type: none"> <li>• Understand the prevalence and health implications of the UK population.</li> <li>• Know professional role and scope of practice in relation to other relevant specialists when offering health and wellbeing advice and guidance.</li> <li>• Know the range of relevant exercise or health professionals that clients can be signposted/referred onto when their needs are beyond own scope of practice/area of qualification.</li> </ul>
K4.3	Well-being	<ul style="list-style-type: none"> <li>• Know the importance and impact of having a positive attitude towards health and well-being and mental health.</li> <li>• Know the role of sport and physical activity and Pilates on mental health.</li> <li>• Know how Pilates can contribute to the improvement of daily living.</li> </ul>
K4.4	Behaviour change and promoting positive engagement	<ul style="list-style-type: none"> <li>• Understand the stages of change/trans-theoretical model of behaviour change to promote quality change.</li> <li>• Understand the role of intrinsic and extrinsic motivation in exercise and physical activity goal achievement, to promote positive engagement.</li> <li>• Know a range of techniques/approaches that can motivate positive lifestyle change that can enhance quality of live.</li> </ul>

<b>Ref</b>	<b>Skills:</b>	<b>A Pilates Based Matwork Instructor must be able to:</b>
<b>S4.1</b>	Motivation	<ul style="list-style-type: none"> <li>• Create a positive, motivating, and empowering environment that supports clients to participate in and adhere to exercise.</li> <li>• Support the client to recognise and develop their intrinsic and extrinsic motivation to exercise.</li> </ul>
<b>S4.2</b>	Goal setting	<ul style="list-style-type: none"> <li>• Set relative goals linked to individual needs, wants and motivators.</li> <li>• Monitor targets, review and evaluate progress adapt accordingly.</li> <li>• Provide structure which facilitates forming healthier habits, taking responsibility and adherence over short-, medium- and long-term timeframes which are mutually discussed.</li> </ul>
<b>S4.3</b>	Health promotion	<ul style="list-style-type: none"> <li>• Offer credible advice and guidance appropriate to own level of expertise to promote positive healthy lifestyle choices.</li> <li>• Be an ambassador for the sector leading by example and displaying positive health behaviours.</li> </ul>

## 5. Plan and review Pilates Based Matwork

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K5.1	Plan Pilates based matwork exercise sessions/programmes	<ul style="list-style-type: none"> <li>• Understand how to plan and tailor safe and effective Pilates based matwork sessions/programmes (E.g. group classes and 1-2-1s) for a range of clients within scope of practice:               <ul style="list-style-type: none"> <li>- National recommended guidelines for physical activity and health for different ages: e.g., guidelines from the UK chief medical officer (CMO).</li> <li>- Credible information sources and research methods.</li> <li>- Importance of evidence-based practice.</li> <li>- Components of fitness (health and skill related).</li> <li>- Differences between programming exercise for physical fitness and for health benefits.</li> <li>- How to structure sessions to include preparation phase, pre-Pilates (when appropriate), main phase and closing phase.</li> <li>- Effect of speed of movement on posture, alignment, and intensity.</li> <li>- Recognised national/international guidelines for developing the different components of fitness.</li> <li>- Different learning styles, goals, needs, likes/dislikes, etc. and how these should be reflected in planning.</li> <li>- Use of small props for modification purposes - Range of available equipment, for example, blocks, small balls, and bands.</li> <li>- How to select, use and modify the most appropriate exercise to meet the needs/goals of the individual.</li> <li>- Provision of alternative activities/exercises/participation options.</li> <li>- Provision of adaptations, progressions and regressions for each exercise included in the session/programme i.e., from looking at the whole Pilates system, know which exercises to omit or include to support the client's progress</li> <li>- Importance of sequencing, flow, and transition between exercises.</li> <li>- How to set relative goals linked to individual needs, wants and motivators</li> <li>- Pilates based matwork derived from the original 34 exercises and modified as appropriate</li> <li>- Pre Pilates exercises to support clients to prepare for more challenging exercises</li> <li>- Importance of muscle balance when planning sessions/programmes.</li> <li>- How to programme exercise to develop mobility, stability, strength and flexibility exercises or movement patterns to accommodate activities of daily living.</li> <li>- How to minimise any risks relevant to the sessions/programme.</li> <li>- Realistic timings and sequences for sessions/programme.</li> <li>- Different client types/demographics and motivations and how this can impact on planning the Pilates based matwork session content and delivery approaches.</li> <li>- Health screening and risk stratification methods and the importance of conducting verbal screening prior to the sessions.</li> <li>- How client numbers and the exercise environment impact upon session design, safety, and effectiveness.</li> </ul> </li> </ul>

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K5.2	Monitor and review Pilates based matwork sessions/ programmes	<ul style="list-style-type: none"> <li>• Understand how to monitor and review safe and effective Pilates based matwork sessions/programmes: <ul style="list-style-type: none"> <li>– Importance of verbal screening and how to conduct it.</li> <li>– Benefits and limitations of different methods of monitoring exercise effectiveness or intensity (observation during session, observation of movement assessment and technique over a period of time, communication during exercise, client feedback during and after and using technology trackers).</li> <li>– Reasons for temporary deferral of exercise.</li> <li>– Methods of evaluating how well Pilates based matwork sessions/programmes are meeting the client needs.</li> </ul> </li> <li>• When to proactively engage with clients and when not to.</li> <li>• When to offer hands on assistance/touch correction and when not to.</li> </ul>

Ref	Skills:	A Pilates Based Matwork Instructor must be able to:
S5.1	Plan exercise programmes	<ul style="list-style-type: none"> <li>• Apply knowledge to the planning of safe and effective Pilates based matwork classes and 1-1s for a range of clients within scope of practice, using appropriate equipment and methods.</li> <li>• Amend appropriate session/programme content for the environment.</li> <li>• Plan in line with the Pilates principles.</li> </ul>
S5.2	Monitor and review Pilates based matwork programmes	<ul style="list-style-type: none"> <li>• Monitor and review the effectiveness of the Pilates based matwork class/1-1.</li> <li>• Carry out regular programme reviews to ascertain how well the session/programme is meeting client needs/progress towards goals, any improvements that can be made to the programme plan etc.</li> <li>• Signpost clients to other aspects of the facility if they show an interest in other areas/activities e.g., equipment-based Pilates where appropriate.</li> <li>• Evaluate and reflect on planned session/programmes to ensure the physical and psychological needs of the individual are being met.</li> <li>• Demonstrate ability to effectively interact and support different clients (e.g., use of effective communication skills/rapport building/technique advice/correction).</li> <li>• Appraise own performance in relation to the session/programme.</li> <li>• Appraise client's performance in relation to the session.</li> <li>• Assess the appropriateness of the session/programme content in relation to the user, group, and environment.</li> <li>• Propose changes/adaptations to the session/programme based on the appraisal of own performance, client performance and appropriateness of session content.</li> </ul>

## 6. Deliver and supervise Pilates Based Matwork

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K6.1	Pilates sequencing	<ul style="list-style-type: none"> <li>• Know how to sequence a class or 1-1 session including breaking down exercises, layering, transitions between exercises.</li> </ul>
K6.2	Pilates based matwork technique	<ul style="list-style-type: none"> <li>• Know safe and effective technique for a range of Pilates based matwork exercises to cover:               <ul style="list-style-type: none"> <li>- Bodyweight exercise.</li> <li>- Small equipment (e.g., use of mats, for modification purposes - small balls, blocks, and bands).</li> <li>- Flexibility and range of motion exercise (static and dynamic stretching and mobilisation of joints).</li> <li>- Exercises for movement efficiency, corrective exercise for common muscular imbalances.</li> </ul> </li> </ul>
K6.3	How to deliver Pilates based matwork sessions	<ul style="list-style-type: none"> <li>• Understand how to safely prepare activity areas for use and how to safely set up and store equipment.</li> <li>• Understand how to deliver planned Pilates based matwork sessions/programme.</li> <li>• Know how to provide safe and effective exercise demonstrations to cover:               <ul style="list-style-type: none"> <li>- Pre-Pilates based matwork exercises.</li> <li>- Pilates based matwork exercise variations.</li> <li>- Pilates fundamentals and principles.</li> <li>- Small equipment (e.g., use of appropriate mats, for modification purposes - small balls, bands, and bricks).</li> <li>- Activities of Daily Life (ADL) Exercises (e.g., exercises that address the movement patterns/muscle actions required for activities of daily living).</li> <li>- Flexibility and range of motion exercise (static and dynamic stretching and mobilisation of joints).</li> <li>- Effective coaching/teaching/instructing methods (e.g., to cater for different learning styles, tailoring instructing styles/communication methods to individual needs).</li> <li>- The purpose of each exercise or movement pattern.</li> </ul> </li> </ul>

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Ref	Skills:	A Pilates Based Matwork Instructor must be able to:
S6.1	Pilates based matwork demonstrations	<ul style="list-style-type: none"><li>• Demonstrate and embody safe and effective technique to cover:<ul style="list-style-type: none"><li>- Pilates Principles &amp; Fundamentals</li><li>- Preparation phase</li><li>- Pre-Pilates (when appropriate)</li><li>- Bodyweight exercises</li><li>- Small equipment (e.g., use of mats, for modification purposes - small balls, bands, and bricks)</li><li>- Flexibility and range of motion exercise (static and/or dynamic stretching and mobilisation of joints)</li><li>- Closing phase</li></ul></li></ul>

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Ref	Skills:	A Pilates Based Matwork Instructor must be able to:
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| S6.2 | Deliver Pilates based matwork sessions | <ul style="list-style-type: none"><li>• Carry out relevant risk assessments showing appropriate safety considerations for the environment.</li><li>• Select appropriate equipment for the specific activity area and session type.</li><li>• Organise own work duties alongside colleagues and clients to ensure that activity areas are ready for use and that all relevant equipment is set up, dismantled, and stored safely where appropriate.</li><li>• Create an environment to inspire clients, by injecting personality, and a degree of showpersonship in each session.</li><li>• Deliver safe and effective Pilates based matwork classes/1-1s by:<ul style="list-style-type: none"><li>- Conducting verbal screening prior to exercise and acting on feedback in an appropriate manner.</li><li>- Demonstrating safe and effective preparation, main and closing phase exercises.</li><li>- Pilates principles &amp; fundamentals.</li><li>- Effectively interacting and supporting clients (e.g., use of effective verbal and non-verbal communication skills/rapport building/technique advice/correction).</li><li>- Utilising explanations and demonstrations that are technically correct, safe, and appropriate to the individual client and the group.</li><li>- Checking client understanding, correcting exercise technique to ensure safe and effective alignment and use of equipment.</li><li>- Providing client-specific instructing points, feedback, encouragement, and reinforcement in a friendly, professional manner.</li><li>- Offering adaptations and alternatives that meet a client's individual needs and circumstances (progression, regression, corrective strategies, and alternative exercises as required).</li><li>- Adopting appropriate positions to observe client and respond to their needs.</li><li>- Monitoring the safety and intensity of exercise.</li><li>- Demonstrating realistic timings and sequences during the session and managing overall session timings.</li><li>- Demonstrating effective coaching/teaching/instructing methods (e.g., to cater for different learning styles, tailoring instructing styles/communication methods to individual needs).</li><li>- Being available to the client immediately before and after the allotted session time.</li></ul></li></ul> |
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**Ref Skills:****A Pilates Based Matwork Instructor must be able to:**

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**S6.3** Supervise Pilates based matwork sessions

- Observe, monitor, and engage with clients to ensure safety and effectiveness by:
    - Utilising explanations and demonstrations that are technically correct, safe, and appropriate to the individual client.
    - Observing client's movement, correcting exercise technique to ensure safe and effective alignment, execution, and use of equipment where appropriate.
    - Providing client specific instructing points, feedback, encouragement, and reinforcement in a friendly, professional manner.
    - Offering adaptations and alternatives that meet a client's individual needs whilst improving performance (progression, regression, corrective strategies, and alternative exercises as required).
    - Adopting appropriate positions to observe clients and respond to their needs.
    - Monitoring the safety and intensity of exercise.
    - Offering appropriate hands-on assistance/touch correction when relevant.
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## 7. Business Acumen

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K7.1	Marketing	<ul style="list-style-type: none"><li>• Understand relevant marketing strategies and techniques: e.g., brand awareness, self-promotion, market research (e.g., SWOT/PEST analysis) and how to develop a marketing plan.</li><li>• Know how technology can be used to support and promote the development of business and portfolio of classes e.g., social media.</li></ul>
K7.2	Business planning	<ul style="list-style-type: none"><li>• Understand aspects of business planning relevant to own role: e.g., individual, and organisational goals, targets, and objectives (e.g., key performance indicators), client-facing services and products, sales and how to grow a client base, activities to support business objectives and growth.</li></ul>
K7.3	Finance	<ul style="list-style-type: none"><li>• Know how to manage own business financials: e.g., budgeting (e.g., forecasting, sales, and targets), profit and loss (e.g., gross profit, net gain) and balance sheets, tax and insurance legislation, financial reporting, self-employed and employed UK requirements.</li></ul>

## 8. Professional Practice

Ref	Knowledge and understanding:	A Pilates Based Matwork Instructor must:
K8.1	Conduct	<ul style="list-style-type: none"> <li>Know how to conduct themselves and portray a professional image: Positive, honest, empowering, personal integrity, respectful of clients and other professionals, motivating, trustworthy, committed, non-judgemental, consistent, personal conduct, role model and how to portray a professional image.</li> </ul>
K8.2	Ethics	<ul style="list-style-type: none"> <li>Understand professional ethics related to own role: Professional membership, role boundaries/scope of practice and responsibilities, representation of skills, abilities, and knowledge, interface with other relevant professionals, business practices and professional code of conduct.</li> </ul>
K8.3	Legislation and organisational procedures	<ul style="list-style-type: none"> <li>Know current legislation and organisation procedures relevant to own role: e.g. Data protection (GDPR), client confidentiality, conflict of interest, health and safety at work, disclosure and barring service (DBS), safeguarding children and vulnerable adults, equality and diversity, personal liability insurance, control of substances hazardous to health, reporting of injuries, diseases and dangerous occurrences regulations, electricity at work regulations, first aid regulations, individual organisational policies and procedures and music licensing (PPL, PRS).</li> </ul>

Ref	Skills:	A Pilates Based Matwork Instructor must be able to:
S8.1	Ensure responsibility and professional duty of care to clients	<ul style="list-style-type: none"> <li>Ensure client safety and wellbeing at all times.</li> <li>Demonstrate compliance with relevant legal responsibilities: e.g., health and safety at work, equality and diversity, safeguarding, data protection, hazard identification, safe working practices, ethics, and professional conduct.</li> </ul>
S8.2	Clarify roles and responsibilities	<ul style="list-style-type: none"> <li>Educate client about own role, responsibilities, and limitations in providing assistance, e.g., scope of practice.</li> </ul>

## 7. Acknowledgements

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