



# PRECISION NUTRITION LEVEL 2 CERTIFICATION: A MASTER CLASS

THE LEVEL 2 CURRICULUM

Dr. John Berardi

Dr. Krista Scott-Dixon

Courtney, 2013  
PN Coaching client



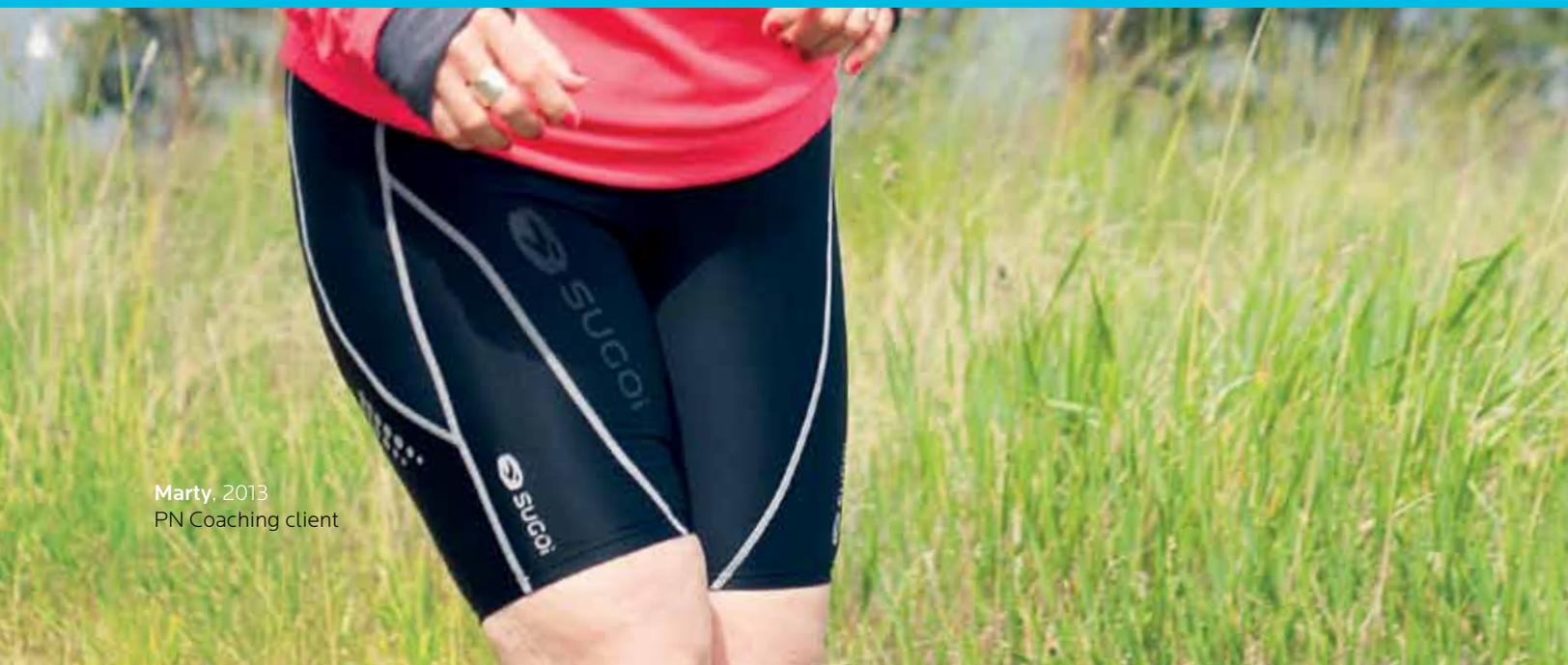




It's how well you can communicate. Connect. Care.  
Build trust. Learn. Observe. Guide and teach.



Help people navigate their priorities, values,  
and messy real lives.



Marty, 2013  
PN Coaching client



It's how well you can coach.  
To help rebuild bodies and spirits. To heal and empower.





To coach elite athletes to top performance...  
or just help “real people” be a little bit better.





Want to become a coach? We'll teach you.  
Want to coach better? We'll teach you that too.





Want to be among the best coaches in the world?  
The sky's the limit.



**WELCOME  
TO THE PROGRAM  
THAT'LL TRANSFORM  
YOUR COACHING  
FOREVER.**

# About the Precision Nutrition Level 2 Master Class

The Precision Nutrition Level 2 Master Class is a comprehensive nutrition education, mentorship, and internship program, in which you'll get:

- The **exact training program** we use to onboard our in-house Precision Nutrition super coaches.
- One full year of **daily lessons, hands-on practice, and personal coaching** from us on how to be a better coach.
- **Behind-the-scenes access to the Precision Nutrition “toolbox”**, filled with coaching tools, techniques, and tips you can use immediately with your own clients.
- **Individualized guidance and supervision from a Precision Nutrition super coach.**
- **Applied coaching methods and resources** that you can start practicing and implementing with your clients right away.
- **A private forum** where you can ask questions, network with, and get support from your peers.
- **Regular evaluation and assessment** to ensure that you stay on track, consistent, and accountable — and to help you learn more about your own learning process.
- **Case studies** — drawn from our own coaching programs — that help you practice your problem-solving, address real people's real issues, and explore some of the most current research in the field of nutrition.
- **Daily instruction** that teaches you what you need to know — and do — to start improving your coaching immediately.
- **Real-time coaching, solving real-world client problems** — drawn from our own client roster.
- **Progress tracking and assessment tools**, so you always know how you're doing.
- **Online learning** that fits your needs as a busy health and fitness professional.
- And a **whole lot more.**

# About your coaches

**You'll get to learn from the very best in the business, including:**

**Dr. John Berardi, the head coach of the Precision Nutrition Level 2 Certification Master Class. He'll be sharing his secrets and making sure you're on track to success.**

John Berardi, PhD is a founder of Precision Nutrition, the world's largest online nutrition coaching and certification company. He also is an advisor to Apple, Equinox, Nike, Titleist, and more.

He has columns at Livestrong.com and the Huffington Post. And was recently selected as one of the 20 smartest coaches in the world.

“Mentors and coaches have made all the difference in our lives. That’s why we started Precision Nutrition — to pay that forward. To help others find the mentorship and coaching they need.”

In the last 10 years, Dr. Berardi and his team have personally worked with and mentored over 15,000 fitness, health, and nutrition professionals through the Precision Nutrition Certification program.



# About your coaches

## **Dr. Krista Scott-Dixon, PN’s lead curriculum developer, certified counselor, and recognized coaching ninja, will co-direct the program.**

Krista Scott-Dixon, PhD, has been with Precision Nutrition since the beginning. She's directed — and written the curriculum for — PN Client Coaching. She's also created the curriculum for the PN Certification Level 2 Master Class.

Krista brings over 15 years of research, teaching, and coaching experience to her role, along with extensive training in nutrition and counselling. As a former researcher in the field of work and public health, she deeply understands the demands clients face in trying to balance jobs, family, self-care, and life in general.

As a previously “unathletic” person who discovered the joys of exercise later in life, she's inspiring, fit, funny, and ridiculously smart.



“Making change can be a big deal — for both you as a coach, and for your clients. We’ll give you the credibility and confidence you need to help people transform their lives. And we’re here with you all the way.”

**You’ll also get to work with PN’s world renowned team of experts including Ryan Andrews, Brian St. Pierre, and more.**

**Talk about a dream team.**

# About your curriculum

## Welcome to the PN Level 2 Master Class!

This course is all about developing hands-on, “real-world” coaching practices and skills.

In fact, it's the exact training program we use to onboard our own full-time, in-house Precision Nutrition super-coaches.

So, whether you're a fitness trainer, a nutritionist, or another kind of health care provider, what you'll learn here will help you coach confidently and competently, and at a world-class level.

With this knowledge, you'll better serve clients, helping them make important — possibly even life-saving — changes to their health, wellness, and athletic performance.

More than that, you'll be able to grow a sustainable business that thrives where other coaches might struggle.

If you're ready to be something more than the average trainer,  
we're ready to show you something amazing...

# What will you learn?

## By the end of this Level 2 certification course, you'll be able to:

- **Be a self-aware and self-questioning coach.**  
You'll look at coaching as an active practice that requires constant care, growth, and development for ongoing improvement.
- **Develop strong working relationships with clients.**  
You'll learn how to use a client-centered approach, emphasizing empathy and the "coaching alliance".
- **Be able to guide clients through all stages of the nutritional coaching and consultation process.**  
You'll develop a broad-based and robust system of theory and practice for client nutritional management, regardless of whom you're working with or when.
- **Understand what's truly important.**  
You'll learn to identify, understand, and prioritize key coaching and nutrition concepts, principles, and ideas, as well as distill practical applications from broader, more abstract theories.
- **Use the right tools and techniques for the job at hand.**  
You'll learn and practice a wide range of skills and coaching methods, and learn when to choose the correct ones for clients.
- **Treat clients as unique individuals, addressing their needs holistically.**  
You'll understand what factors shape clients' coaching needs, process, and outcome, such as:
  - activity limitations and disability
  - sex/gender, age, ethnicity, culture, and other demographic factors
  - stage of readiness for change
  - confidence and preparedness
  - preferred coaching and learning styles
- **Work effectively on your own and as part of a team.**  
Whether you're self-employed or part of a larger organization, you'll learn how to play well alone and with others.
- **Solve complex problems thoughtfully.**  
No more being intimidated by "complicated clients"!
- **Communicate clearly and effectively.**  
We'll teach you a variety of methods for both verbal and nonverbal communication, as well as writing, speaking, and other communication tricks.
- **Act, work, and present yourself as a respected professional.**  
You'll learn to serve as an "ambassador of the industry" committed to integrity, courtesy, collegiality, and "best practices".
- **Develop your own self-sustaining "growth practice".**  
You'll learn how to learn, how to seek feedback, and how to keep developing and improving for your entire coaching career.

# What we expect from you

**As a student, you should expect to learn a lot from us, and to gain skills that will help you in your own coaching.**

**Here's what we expect from you.**

- **That you dedicate at least 20-30 minutes daily to this program.**  
Along with the work of solving case studies, preparing assignments, and participating in forums — expect to allocate 3-5 hours per week to all work required in this course.
- **That you have at least a few clients, whether formal or informal (e.g. friends, family, peers).**  
We'll ask you to test some stuff on people. All your coaching stuff has to work in the “real world”. So make sure you've got some willing guinea pigs!
- **That you're dedicated to professional self-improvement and ongoing development in all aspects.**  
We'll ask you to develop your skills across all domains. It's normal to be stronger in some areas, but you must be willing to build a broad foundation.

You're the kind of coach who doesn't want to settle for mediocre results or just “punching the clock”.  
You believe in this work. Just like we do.

- **That you work to discover your own strengths and your unique “best coach” approach.**  
We want to produce coaches who are well-rounded and able to coach in their own style and practice.
- **That you're willing to work especially on written and verbal communications skills.**  
No matter how awesome you are, you've got to be able to share that and sound smart when you do it.
- **That you understand that this certification is more than “just another piece of paper”.**  
It represents part of developing and adhering to standards of integrity, best practices, and excellence in coaching.
- **That you're able to commit for 12 months.**  
Allowing for “juggling” around work schedules, life events, etc. We can accommodate these, but you must be prepared to anticipate and manage any disruptions to your schedules and participation.

# A process-based program

**You teach your clients that the journey and the process is important. Small daily choices and actions make all the difference.**

**Same is true here.**

This is primarily a *process-based* certification course. **You have to do stuff, and experience stuff, to “graduate”.**

## SHOW UP

Just as with your clients, **the outcome at the end is less important than the quality of what you’re able to do, every day.**

This program is about how well you work through problems, devote yourself to the practice of your coaching craft, and work with others to gain skill mastery and understanding.

**As a coach, you don’t just want information. You want wisdom, judgement, analysis, and intuition. You want to be able to coach real people with real lives in the real world.** And all of that requires practice.

We’ll ask you to do certain tasks regularly, work through tricky problems, and call upon your experience.

## DAILY COACHING PRACTICES

As we’ve stressed, coaching must be learned through daily practice and experience. You can’t just read about it. You have to do it. Over and over and over.

So **every 2 weeks, we’ll give you a new task (aka a coaching practice, or habit) to practice every day.** Habits will emphasize professional development and some personal skills that will develop and contribute to an effective coaching practice.

## CASE STUDIES

**Working with real client problems is where the “rubber hits the road” and you have to test your theories and ideas.**

24 case study assignments throughout the program let you practice technical nutrition knowledge and research skills, and work through a challenging client situation, applying the tools, concepts, and lessons from the previous weeks.

## QUIZZES

**Every other week, you’ll do a short multiple-choice quiz** that tests your recall and understanding of the previous block’s material.

## SELF-ASSESSMENT

Every other week, we’ll ask you to think about and assess your own progress. You’ll judge yourself based on your own criteria.

# Program schedule

## INTRODUCTION: BUILDING A COACHING FOUNDATION

WEEK	THEME	OVERVIEW
1	Introduction	<ul style="list-style-type: none"><li>• Orientation &amp; introduction</li></ul>
2	Coaching foundations	<ul style="list-style-type: none"><li>• What is a coach?</li><li>• Outcome-based decision making</li><li>• Client-centered coaching</li><li>• Coaching for sustainability and longevity</li><li>• Intro to the case-study/problem-solving format and weekly schedule</li><li>• Measuring your own progress &amp; self-development</li></ul>
3	Know yourself	<ul style="list-style-type: none"><li>• Your coaching values</li><li>• Your coaching identity</li><li>• Your coaching goals</li></ul>
4	The mindful coach	<ul style="list-style-type: none"><li>• Stress, recovery, and workload</li></ul>

## PRODUCING COACHING KNOWLEDGE

WEEK	THEME	OVERVIEW
5	Active thinking	<ul style="list-style-type: none"><li>• How to go from general theories to specific concepts</li><li>• How to prioritize information &amp; ideas</li></ul>
6	Measuring & assessing clients	<ul style="list-style-type: none"><li>• Developing &amp; using meaningful indicators &amp; assessment tools</li></ul>
7	Measurement & assessment theories	<ul style="list-style-type: none"><li>• Outcome-based decision making</li><li>• Getting beyond nutritional dogma; how to test and evaluate nutritional paradigms, fads, theories, etc.</li><li>• Types of metrics; when and where to apply them</li></ul>
8	Goal setting	<ul style="list-style-type: none"><li>• Helping clients take action</li><li>• The awesomeness-based coaching method and solution-focused therapy</li></ul>
9	Learning style – self	<ul style="list-style-type: none"><li>• What are learning styles — and what's yours?</li></ul>
10	Learning style – clients	<ul style="list-style-type: none"><li>• Identifying and assessing client learning styles</li><li>• How to communicate key concepts and instructions for diverse learning styles</li></ul>

## COACHING PSYCHOLOGY PART 1: THE EMBODIED COACH AND CLIENT

WEEK	THEME	OVERVIEW
11	<b>Somatic psychology and the embodied self – coach</b>	<ul style="list-style-type: none"> <li>Physical and embodied learning, somatic psychology; body awareness</li> </ul>
12	<b>Somatic psychology and the embodied self – client</b>	<ul style="list-style-type: none"> <li>Building body awareness in clients</li> <li>Teaching mindful &amp; slow eating; 80% full; teaching client to recognize hunger signals</li> <li>Emotion and client motivations</li> </ul>
13	<b>Self-compassion vs self-criticism – coach</b>	<ul style="list-style-type: none"> <li>Compassion vs criticism; “impostor syndrome”</li> <li>Using assessment tools to identify triggers and habits</li> </ul>
14	<b>Self-compassion vs self-criticism – client</b>	<ul style="list-style-type: none"> <li>Neurology of self-talk</li> <li>Mindfulness and compassion: beyond a “positive attitude” towards meaningful action</li> </ul>

## COMMUNICATION IN COACHING

WEEK	THEME	OVERVIEW
15	<b>Receiving nonverbal communication</b>	<ul style="list-style-type: none"> <li>Building empathy &amp; connecting with clients</li> </ul>
16	<b>Giving nonverbal communication</b>	<ul style="list-style-type: none"> <li>Self-presentation; professionalism and courtesy in coaching</li> </ul>
17	<b>Coaching eating behaviour</b>	<ul style="list-style-type: none"> <li>Communicating clearly about eating</li> <li>How to talk so clients listen</li> </ul>
18	<b>Coaching movement</b>	<ul style="list-style-type: none"> <li>Communicating clearly about coaching movement and physical activity</li> </ul>
19	<b>Making nutrition coaching fun</b>	<ul style="list-style-type: none"> <li>How to assign goals and give feedback</li> </ul>
20	<b>When things get weird</b>	<ul style="list-style-type: none"> <li>Dealing with client shame, fear, anxiety, defensiveness etc. around nutrition &amp; exercise coaching</li> <li>Introduction to disordered eating</li> <li>When/how to refer out</li> </ul>

## FROM THEORY TO ACTION

WEEK	THEME	OVERVIEW
21	<b>Coaching for change: Change talk</b>	<ul style="list-style-type: none"><li>• Motivational interviewing &amp; change talk</li></ul>
22	<b>Coaching for change: managing resistance</b>	<ul style="list-style-type: none"><li>• Dealing with resistance; when to fire clients</li></ul>
23	<b>Habit-based coaching: action plans</b>	<ul style="list-style-type: none"><li>• Preparing your clients for action; clearing obstacles and limiting factors</li></ul>
24	<b>Habit-based coaching: individualization</b>	<ul style="list-style-type: none"><li>• Special populations and individualizing programming</li></ul>
25	<b>Journals and record-keeping</b>	<ul style="list-style-type: none"><li>• Collecting and interpreting client data</li></ul>
26	<b>Disordered eating</b>	<ul style="list-style-type: none"><li>• Disordered eating and “food addiction”: what does “normal eating” look like?</li></ul>

## SHAPING THE PATH

WEEK	THEME	OVERVIEW
27	<b>Shaping the path: Environment</b>	<ul style="list-style-type: none"><li>• The role of the social and physical environment</li></ul>
28	<b>Shaping the path: Time</b>	<ul style="list-style-type: none"><li>• Getting the most out of limited time and coaching sessions</li><li>• Building the proactive client</li></ul>

## COMMUNICATION FOR CHANGE

WEEK	THEME	OVERVIEW
29	<b>Crucial conversations</b>	<ul style="list-style-type: none"><li>• Building professional and personal relationships in coaching</li></ul>
30	<b>Crucial conversations</b>	<ul style="list-style-type: none"><li>• Managing conflict and client emotions productively</li><li>• Team-based work</li></ul>

## COACHING PSYCHOLOGY 2: MENTAL SKILLS TRAINING

WEEK	THEME	OVERVIEW
31	<b>Mental skills for coaches</b>	<ul style="list-style-type: none"> <li>• Introduction to mental skills training</li> <li>• Positive self-talk; stress management</li> </ul>
32	<b>Mental skills for clients</b>	<ul style="list-style-type: none"> <li>• Mental skills training for clients; enhancing client resilience</li> </ul>
33	<b>Proactivity</b>	<ul style="list-style-type: none"> <li>• The proactive coach and client</li> <li>• Helping clients plan, schedule, and manage</li> </ul>
34	<b>Meal planning and prep</b>	<ul style="list-style-type: none"> <li>• Meal plans that don't suck</li> <li>• Sharing the joy of food</li> </ul>

## WORKING IN THE REAL WORLD

WEEK	THEME	OVERVIEW
35	<b>Complete coach, complex clients</b>	<ul style="list-style-type: none"> <li>• Bringing your full self and skills to the job</li> </ul>
36	<b>Team-based work</b>	<ul style="list-style-type: none"> <li>• Working within a large organization and a multi-disciplinary team</li> <li>• Working with clients' other care providers (e.g. doctors, physios)</li> <li>• When/how to refer out; what questions to ask/answer; what information to gather</li> </ul>
37	<b>Activity limitations</b>	<ul style="list-style-type: none"> <li>• Working around activity limitation and medical issues</li> <li>• Regressing and simplifying habits</li> </ul>
38	<b>Food sensitivities</b>	<ul style="list-style-type: none"> <li>• Dietary preferences and intolerances</li> <li>• Health &amp; nutritional concerns of common dietary paradigms</li> <li>• GI health, immunity, and the enteric nervous system</li> <li>• The physiology of taste &amp; food preferences</li> </ul>
39	<b>Supplementation 1</b>	<ul style="list-style-type: none"> <li>• Appropriate supplementation use</li> <li>• Evidence-based recommendations and outcome-based decision making</li> </ul>
40	<b>Supplementation 2</b>	<ul style="list-style-type: none"> <li>• Supplement &amp; common drug use</li> </ul>

## POPULATION-BASED NUTRITION COACHING ACROSS THE LIFE CYCLE

WEEK	THEME	OVERVIEW
41	<b>Sex differences 1: Introduction</b>	<ul style="list-style-type: none"> <li>The continuum of sex differences: Physiological individuality and shared features</li> </ul>
42	<b>Sex differences 2: Hormones &amp; structure</b>	<ul style="list-style-type: none"> <li>Hormones and reproduction</li> </ul>
43	<b>Gender: Psychoneuroimmunology</b>	<ul style="list-style-type: none"> <li>“Deep health”, stress, and immunity</li> </ul>
44	<b>Gender: Behaviors, beliefs, and habits</b>	<ul style="list-style-type: none"> <li>Health behaviors</li> <li>Work</li> </ul>
45	<b>Athletes 1</b>	<ul style="list-style-type: none"> <li>Athletic nutrition – special scenarios</li> </ul>
46	<b>Athletes 2</b>	<ul style="list-style-type: none"> <li>Athletic nutrition – inflammation and supplementation</li> </ul>
47	<b>Youth &amp; family</b>	<ul style="list-style-type: none"> <li>Pregnancy and post-partum nutrition</li> <li>Working with youth &amp; families</li> </ul>
48	<b>Families and aging</b>	<ul style="list-style-type: none"> <li>Life stages &amp; aging</li> </ul>

## BUILDING YOUR COACHING BUSINESS

WEEK	THEME	OVERVIEW
49	<b>Building a coaching business</b>	<ul style="list-style-type: none"> <li>How to establish and grow an effective coaching business</li> </ul>
50	<b>Wrap up &amp; review</b>	<ul style="list-style-type: none"> <li>Lifelong learning; growth mindset</li> </ul>

# Certification Level 2

## Sample Lesson

### Every day you'll work on lessons designed to:

- teach you something awesome about nutrition, training, or change psychology,
- help you learn something about yourself,
- facilitate better communication with your clients, or
- put all the things you're learning into practice.

Here's a look at one sample lesson. (Remember, you'll be introduced to a new one nearly every day.)

SAMPLE LESSON

## The complexity of coaching

Take a second and ask yourself:

### WHAT IS A COACH?

It's a simple question about a complex job. For instance:

- Coaches teach... but they aren't only teachers.
- Coaches know things... but they aren't only subject-matter experts or "authorities".
- Coaches create hypotheses, gather data, and do analysis... but they aren't scientists.
- Coaches motivate people... but they aren't only cheerleaders.
- Coaches direct clients... but they aren't "bosses" or "managers".
- Coaches help clients come up with a plan... but they aren't only planners.
- Coaches know that nutrition problems aren't just about food... but they aren't shrinks.
- Coaches have a vision... but they also get their hands dirty.

You see the dilemma.

Coaching is all of this, and more. Coaches must bring a wide range of skills to their profession.

There's also a lot of fuzzy, indefinable stuff about being a coach, what we call "gut coaching". Or you might call it "intuition" or "wisdom". Stuff that, with enough experience, you just know, but you aren't exactly sure how you know it.

For example:

- How do you sense when a client is struggling?
- How do you sense when to push, and when to back off?
- How do you sense when a client is just about to make a breakthrough?

Notice how we use the term "sense" here?

We'll be coming back to that in subsequent weeks. We'll encourage you to **develop yourself as a "whole-body coach"** — in other words, to use your left-thinky-brain logic and analysis, but also your right-feely-brain sensing, intuiting, and creativity, and your deeper brain functions such as:

- your limbic system (for collaboration, communication, and empathy); and
- your sensory input (for reading important non-verbal client cues); and
- your motor cortex (for demonstrating and "reading" movement and clients' somatic [body] state).

You might be naturally inclined to use some abilities more than others, and we'll get to that soon — for example, when we talk about coaching styles.

However, just get the general idea: coaching is more complicated than you might think.

Yet, at the same time, coaching is one of the most natural things in the world. We humans are wired to teach and guide others. To help others navigate the world. And to collaborate in the pursuit of knowledge and growth.

## What is a coach?

So, what is a coach? There are lots of definitions, but here's one of ours:

**A coach is like a tour guide to a place where you already live.**

Let's say you live in a city that seems fairly familiar. But one day, maybe...

- you read up on the history of your city, and realize that many fascinating things happened just on your street.
- a friend says "Hey! Let's try that cafe down the street!" and you realize that you've walked past that place 100 times without noticing it.

- you buy a bike and discover it's much more efficient than your car for getting through rush hour traffic.
- you walk down a new street that you don't normally take, and discover a delightful little hidden park.

That's what a coach does: she helps you explore the potential and the resources that you already have around you and inside you, then put that potential and those resources into action — perhaps past the limits that you may have inadvertently set for yourself.

- Maybe that comes from new information.
- Maybe that comes from helping you see things in a new way.
- Maybe that comes from giving you a new tool or strategy. Or a good action plan.
- Maybe that comes from pushing you out of your comfort zone.

A coach sees clients as diamonds in the rough. He sees good raw material that just needs a little help with polishing. He sees the glass half full.

A coach is not:

- a parent
- a judge
- a BFF
- an enemy
- an all-knowing guru

A coach is more like:

- a tour guide
- a midwife
- a set of signposts and a good map
- an instruction manual (that is actually helpful and not written in poorly translated English)

Your clients are travelers. You're the guide. A navigator. Someone with a map and the skills to help clients read and interpret it. Someone to walk the path beside them.

Sure, occasionally you might step in front of them to lead, or behind them to push them, but most of the time, you're beside them, keeping them going in the right direction — sorta like a sneaker-wearing sheepdog. This is a method and approach we call **client-centered coaching**.

## What does a coach do?

Here's a quick reference to the practice of coaching.

As a coach you have four key tasks:

- 1. Define clearly what must be done.**
- 2. Develop a plan to do it – in collaboration with the client.**
- 3. Enable the means to execute it.**
- 4. Build relationships that make this possible.**

This course will give you these four skills.

For the next couple of weeks, we'll focus on the first task.

More immediately, tomorrow, we'll talk about client-centered coaching and why we think you should adopt it as a style. (Hint: It works.)

For today, consider the question:

### **What is a coach?**

And also:

### **Why do YOU want to be a coach?**

We'll come back to this question next week.

## WHAT TO DO TODAY

### **1. Remember that coaching is both an art and a science.**

Much about coaching is intangible. And you synthesize lots of different skills and abilities to do it. We'll argue in favor of "whole-person coaching" throughout this course – both for yourself, and for your clients.

### **2. Consider your own definition of what coaching is.**

Plus think about why you want to do it. And why not start a discussion in the forum on this topic?

### **3. Look ahead to your upcoming schedule and book those appointments with yourself.**

Whatever your definition of a coach, one thing's clear: A good coach plans, prepares, and commits to the development of his or her coaching practice.

Once you've done that for today, tick off your daily practice.

Until tomorrow,  
The PN Coaching Team

# Certification Level 2

## Sample Quiz

**Every two weeks you'll complete a short quiz. These quizzes are one of the ways you'll be evaluated during the program.**

Just so you know, the quizzes aren't designed to "trip you up". They're not rigorous assessments. And you don't have to "study" for them.

Rather, the quizzes are just another chance to grow. They're in place to help you see the material from a different perspective. And, in doing so, deepen your learning.

Here's a look at a sample quiz.

SAMPLE QUIZ

### Sample quiz

#### QUESTION 1

**Knowledge is:**

- (a) important in a coaching practice.
- (b) not enough to change client behaviour.
- (c) something that is given to us.
- (a) and (b)
- (a), (b), and (c)

In 1-2 sentences, explain why you chose this response.

**QUESTION 2**

What does it mean to say that “knowledge is constructed”?

- That we actively assemble knowledge from ongoing input along with pre-existing experiences and other knowledge.
- That we can never really “know” anything.
- That we have to do many higher-order thinking skills.
- That there are different ways to know things.
- That we need to comprehend the information we know.

**QUESTION 3**

Why is awareness a useful tool for coaches?

- It's simple and easy to apply.
- Awareness itself can change behaviour.
- It keeps clients focused on what they can do right now.
- It helps clients notice and name their own triggers and habits.
- All of the above.

In 1-2 sentences, explain why you chose this response.

**QUESTION 4**

Choose all that apply. Good stress:

- lasts a long time
- is infrequent
- is over quickly (in a matter of minutes or hours)
- is ongoing
- breaks you down — it leaves you worse off than you were before
- always improves performance, no matter how strong the stressor
- depends on context

In 1-2 sentences, explain why you chose this response.

### QUESTION 5

Choose all that apply. The primary brain structures involved in habit formation are:

- the amygdala
- the insula
- the visual cortex
- the anterior cingulate
- basal ganglia
- the frontal cortex
- the hypothalamus
- the temporal lobe

In 1-2 sentences, explain why you chose this response.

# Certification Level 2

## Sample Case Study

**Every two weeks you'll also complete a case study. These are another one of the ways you'll be evaluated during the program.**

Fair warning: We'll be deliberately throwing you some tough stuff during these simulations. We'll give you the "trial by fire" by asking you to work through difficult and puzzling client scenarios.

You make your mistakes now — with us guiding, mentoring, and helping you out, as well as offering you feedback at key moments — so you make fewer mistakes later.

(You'll still make mistakes, of course. We all do. You'll just get better at fixing them and learning from them!)

Have a look at one of our favorite case studies from the program.

SAMPLE CASE STUDY

### Sample Case Study: Assessing Body Composition

This week, we've been exploring the concept of knowledge production — how do we know what we know? And are we making the best use of that knowledge for our coaching?

Next week, we'll be looking more closely at measuring client progress. For example, what is important to test and assess? What indicators are most relevant and important for each client?

Today's case study takes up both these themes of knowledge production and assessment.

#### CASE STUDY ASSIGNMENT #2

Your new client Maria is a middle-aged woman who is interested in losing body fat to improve her health. In particular, Maria is concerned about the relationship between body fat and health problems like heart disease. She wants to know things like:

What is the best method of measuring body fat?

What is the relationship between body fat and heart disease?

Luckily, you've just come across a few relevant studies that might help answer her questions. Problem is, these studies are pretty technical and Maria's just a beginner with minimal nutrition and fitness knowledge.

Frankly, you're not 100% certain you can make sense of these studies either. But, armed with your trusty Level 1 Certification textbook (The Essentials of Sport and Exercise Nutrition) for reference, and your own assessment tools, you're willing to try.

Here's your assignment. Make sure you have read and understood all the instructions.

**1. Download and read the following four studies.**

- Validation of Five Simple Models Estimating Body Fat in White Postmenopausal Women
- Prevalence of Obesity and the Relationship between the Body Mass Index and Body Fat
- The Relationship of Waist Circumference and BMI to Visceral, Subcutaneous, and Total Body Fat
- Body Composition and Body Fat Distribution in Relation to Later Risk of Acute Myocardial Infarction

**2. Review the 7-site skinfold measurement assessment sheet in the Level 1 certification textbook, The Essentials of Sport and Exercise Nutrition.**

**3. Prepare case study notes of about 2-3 pages.**

In your notes, answer the following questions in essay format (i.e. using paragraphs, full sentences, etc.):

- a. Comprehend:** What are the main points in each research study? What are the general findings? Summarize each study in your own words.
- b. Analyze:** What are the pros, cons, and practical considerations of different bodyfat measurement methods, including your 7-site bodyfat measurement technique? What about BMI?
- c. Synthesize:** When considered together, how do these research studies add to your understanding of bodyfat measurement methods?
- d. Evaluate:** In an ideal world, where price and feasibility were no object, which bodyfat measurement method would you choose? Why?
- e. Apply:** What are the key findings from these studies that you would share with your new client?

**4. In the final section of your assignment, write out a script for communicating these key findings to Maria, and making recommendations.**

In the script, also demonstrate that you have listened actively to her needs and understood her concerns. Remember: She's a nutritional beginner, so you'll have to keep your language and concepts simple and straightforward — to answer her questions without overwhelming her.

Here's a handy opener:

*"Hi Maria, I understand you have some questions about..."*

Now you take it from here.

### NOTES

These studies are purposely information-dense. You need to put on your "active reading glasses" in order to make sense of them. Focus on filtering the information and extracting the most important points for your coaching practice, rather than trying to know it all.

We suggest you divide your case study writeup into sections using subheadings. This will help you organize your thoughts as well as communicate effectively to readers.

Remember: your peers on the forum are there to help you work through this material. Ask for help, and share your own ideas.

This case study assignment will be due at the end of next week.

### WHAT'S UP NEXT

Tomorrow, you'll get your first quiz. Let's see how well you can put your thinking cap on.

# Who's eligible for the program?

This class isn't for everyone. That's why we offering it differently than any of our other programs.

We want you if you can show us that:

- **You're passionate about health, nutrition, and fitness** and want to make a real difference in people's lives.
- **You want to become a better coach** and truly stand out in this field.
- **You have what it takes to adopt and implement a coaching system** that will work — with even the toughest clients.
- **You'll be receptive to serious, professional mentorship and supervision.** That you want us to push you to be the best coach you can be.
- **You're willing to practice until you can coach with complete confidence.**
- **You're open to learning exactly how we do things at Precision Nutrition.**
- **You're willing to focus some of your attention on growing your business** so that as you help more people, you can make more money.
- **You want to feel 100% confident in your ability,** like you can walk into any client situation and know exactly what to do.
- **You're a student or graduate of the [Precision Nutrition Level 1 Certification](#)** and you're ready to learn how to apply all the cool stuff you've learned.

# How do I enroll in the program?

**Enrollment in the Precision Nutrition Level 2 Master Class is by invitation only and exclusively for students and graduates of the Precision Nutrition Level 1 Certification.**

Once you pass the Level 1 exam, you get a Level 1 certificate acknowledging your completion of the theory part of the certification program.

Some trainers and coaches will stop there. And that's okay with us. With the Level 1 certificate, they'll be as well trained in exercise nutrition as our master's students.

However, when you decide to do the Level 2 program, you'll work with us through internship and mentorship, performing regular research reviews and client case studies, showing us that you can actually deliver results.

Level 2 certifies that you know the theory and can apply it with clients all the way through a successful body transformation.

Unlike other nutrition certification programs, the PN Certification has both a theory component (Level 1) and a practice component (Level 2). Those students who complete both levels will be among the best body transformation experts in the world.

So, if you're already Level 1 certified, we'll be in touch soon with the opportunity to get involved in the incredible Level 2 Master Class.

If not, you can get started with the Level 1 Program here: <http://www.precisionnutrition.com/certification-level-1>

We look forward to working with you!



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