



Pearson BTEC

Level 3 Technical Occupational Entry for

# Personal Trainer (Diploma)

L3

## Transition Guide

*First teaching from September 2025*

*First certification from 2027*

Issue 1

Qualification Number: 610/3932/9

**This document is for centres/practitioners moving (transitioning) from Pearson BTEC Level 3 National Diploma in Sport, Fitness and Personal Training to the Pearson BTEC Level 3 Technical Occupational Entry for Personal Trainer (Diploma)**

## Content

<a href="#">Introduction to the Technicals</a>	<a href="#">2</a>
o <a href="#">What is new?</a>	<a href="#">3</a>
o <a href="#">What makes it easy to transition?</a>	<a href="#">4</a>
<a href="#">Support Offer</a>	<a href="#">5</a>
<a href="#">Qualification Structure</a>	<a href="#">7</a>
<a href="#">Assessment Structure</a>	<a href="#">9</a>
<a href="#">Mapping Guide</a>	<a href="#">11</a>

## **Introducing the BTEC Level 3 Nationals from 2025 (AAQs) (Technical)**

The BTEC Nationals from 2025 Level 3 Technical qualifications enable students to develop a purposeful and coherent combination of knowledge, skills and behaviours to confidently enter or progress into employment in occupations that are recognized and demanded by employers. The qualifications are aligned to occupational standards designed by employers and published by the Institute for Apprenticeships and Technical Education (IfATE).

BTEC Nationals from 2025 (Technical) are designed with a flexible, unit-based structure and an approach to learning and assessment that:

- **Provides students with meaningful and occupationally relevant learning experiences** with a clear line of sight to work
- **Engages and motivates students to achieve** as assessments can be made relevant to their local context and can be achieved as they progress through a qualification
- **Makes the qualification accessible to a wider range of students**, including full time, part time and adult students.



## What is new?

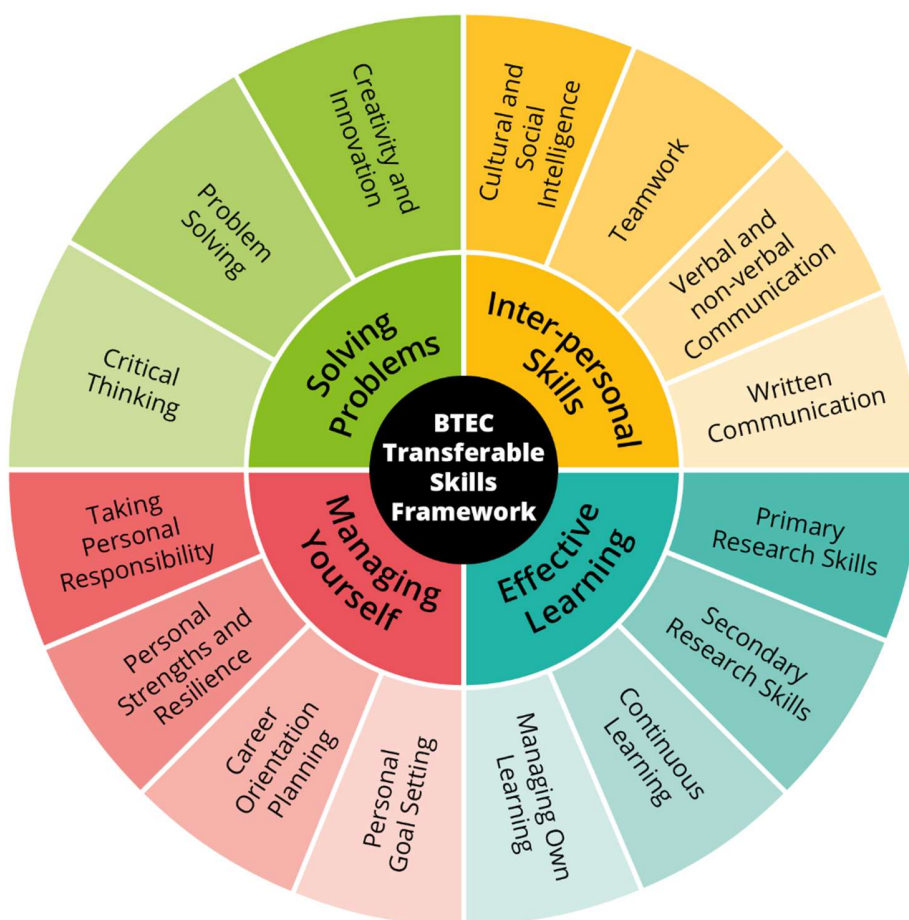
### *Preparing students for their future*

Our new BTEC Level 3 Nationals from 2025 (Technical) qualifications are designed with a clear focus on the future.

Our aim is to ensure that students are given every opportunity to develop the new knowledge, skills, attitudes and values they need to navigate and thrive through the uncertainty and to shape their world. We have identified three critical skill areas for the future – *transferable skills, digital skills and sustainability* – and have designed our new BTEC qualifications with these areas at the heart. Join us on the journey as we prepare young people to be the best versions of themselves for the future.

[Read our brochure.](#)

Click on the infographic to see further information.



## What makes it easy to transition to the new BTEC National from 2025 (Technical)?

- **Auto approval** - if you are currently approved to deliver BTEC National in Sport, Fitness and Personal Training you will receive automatic approval for the new qualification.\*
- **Refreshed and updated content and assessments** – to ensure your students continue to progress into employment or to popular progression routes into HEIs and beyond.
- **Simple, manageable and flexible structure** – you can continue to structure your delivery of teaching, learning and assessment when it best suits you and your students.
- **Unchanged Quality Assurance process** with Standards Verification at the heart.
- **Assessments** - Internally Assessed units taken by students when they are ready.
- **Familiar retake and resubmission rules.**
- **Grading, marking and assessment methodologies unchanged** - you can continue to teach and assess with confidence.
- **Dedicated support** – Guidance and support has always been a big part of our BTEC offer and so we will be providing guidance and support for each role within your team for every stage of the delivery journey.

\*You must be approved in the relevant sector to receive automatic approval.



## Support offer

### Complimentary resources and services

- BTEC National Teacher Guide – a comprehensive guide to support preparation for delivery of your new BTEC National (Technical).
- **Training** and standardisation – Getting Started and Preparing to Assess training events and recorded sessions will be available from July 2024 onwards.
- **Network events** – an opportunity to hear about the latest developments from subject experts within Pearson and to share good practice with fellow centres.
- Dedicated guidance and support available throughout the year so please do get in touch if you would like any assistance with:
  - Planning your courses
  - Overview of BTEC quality assurance processes
  - Suggested resources
  - Teaching and Assessment of internal units and components
  - Teaching external units and components
  - The training and support materials we have available.



## Qualification Structure

### Pearson BTEC Level 3 National Diploma in Sport, Fitness and Personal Training

Unit number	Unit title	GLH	How assessed
<b>Mandatory units - students complete and achieve all units</b>			
<b>A</b>	Careers in the Sport and Active Leisure Industry	90	Internal
<b>B</b>	Health, Wellbeing and Sport	90	Internal
<b>C2</b>	Fitness Skills Development	180	Internal
<b>D2</b>	Personal Trainer Skills Development	180	Internal
<b>2</b>	Self-employment in Sport and Physical Activity	60	Internal
<b>4</b>	Nutrition for Physical Performance	60	Internal
<b>21</b>	Business and Technology in Personal Training	60	Internal

### Pearson BTEC Level 3 Technical Occupational Entry for Personal Trainer (Diploma)

Unit number	Unit title	GLH	How assessed
<b>Mandatory Units - students complete and achieve all units</b>			
<b>1</b>	Careers in the Health and Fitness Industry	60	Internal
<b>2</b>	Health, Wellbeing and Physical Activity	60	Internal
<b>3</b>	Professional Personal Trainer Practice	60	Internal
<b>4</b>	Client Screening and Health and Fitness Assessment	90	Internal
<b>5</b>	Anatomy, Physiology and Kinesiology for Personal Training	90	Internal
<b>6</b>	Exercise Requirements and Contraindications for Specific Populations	60	Internal
<b>7</b>	Circuit Training	90	Internal
<b>8</b>	Personal Training Methods and Programming	90	Internal
<b>9</b>	Nutrition for Personal Training	60	Internal
<b>10</b>	Business, Marketing and Technology for Personal Training	60	Internal



### Summary of key similarities and differences

- Continued vocational approach to the qualification ensuring practical application and skill development important for progression into sector related employment, apprenticeships, or sector related higher education.
- Established and well-recognised grade profiles inclusive of Pass, Merit and Distinction.
- Updated mandatory units covering familiar content.



## Assessment Structure

Pearson BTEC Level 3 Technical Progression in Protective Services (Extended Diploma)

Mandatory units, students complete all units				Assessments
1	Careers in the Health and Fitness Industry	60	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson.</li> <li>You will make assessment decisions for the AAB using the assessment criteria provided in the specification.</li> </ul>
2	Health, Wellbeing and Physical Activity	60	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson.</li> <li>You will make assessment decisions for the AAB using the assessment criteria provided in the specification.</li> </ul>
3	Professional Personal Trainer Practice	60	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson. You will make assessment decisions for the AAB using the assessment criteria provided in the specification.</li> </ul>
4	Client Screening and Health and Fitness Assessment	90	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson. You will make assessment decisions for the AAB using the assessment criteria provided in the specification.</li> </ul>
5	Anatomy, Physiology and Kinesiology for Personal Training	90	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson. You will make assessment decisions for the AAB using the assessment criteria provided in the specification.</li> </ul>
6	Exercise Requirements and Contraindications for Specific Populations	60	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson. You will make assessment decisions for the AAB using the assessment criteria provided in the specification.</li> </ul>
7	Circuit Training	90	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson. You will make assessment decisions for the AAB using the assessment criteria provided in the specification.</li> </ul>
8	Personal Training Methods and Programming	90	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson.</li> </ul>

				<ul style="list-style-type: none"> <li>You will make assessment decisions for the AAB using the assessment criteria provided in the specification</li> </ul>
9	Nutrition for Personal Training	60	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson.</li> <li>You will make assessment decisions for the AAB using the assessment criteria provided in the specification</li> </ul>
10	Business, Marketing and Technology for Personal Training	60	Internal	<ul style="list-style-type: none"> <li>Pearson provides an authorised assignment brief (AAB) for the assessment of this unit.</li> <li>The AAB will be marked by centres and verified by Pearson.</li> <li>You will make assessment decisions for the AAB using the assessment criteria provided in the specification</li> </ul>

## Authorised Assignment Briefs

For internally assessed units Pearson provides an Authorised Assignment Brief (AAB). Centres can adapt these to suit their needs. The assignments are marked by you and are subject to external standards verification.



## Mapping Guide

Mapping of Pearson BTEC Level 3 Technical Occupational Entry for Personal Trainer (Diploma) to the Pearson BTEC Level 3 National Diploma in Sport, Fitness and Personal Training specification.

Pearson BTEC Level 3 Technical Occupational Entry for Personal Trainer (Diploma)	Pearson BTEC Level 3 National Diploma in Sport, Fitness and Personal Training	Comments
<b>Unit 1: Careers in the Health and Fitness Industry</b>	<b>Unit 1: Careers in the Sport and Active Leisure Industry</b>	
<p><b>Learning aims:</b></p> <p><b>A</b> Examine the organisation of the health and fitness industry and its provision in the UK</p> <p><b>B</b> Investigate job roles in the health and fitness industry</p> <p><b>C</b> Explore recruitment processes for a job role in the health and fitness industry</p>	<p><b>Learning aims:</b></p> <p><b>A</b> Examine the organisation of the sport and active leisure industry and its provision in the UK</p> <p><b>B</b> Investigate careers in the sport and active leisure industry</p> <p><b>C</b> Explore recruitment processes for a job role in the sport and active leisure industry</p> <p><b>D</b> Reflect on own performance in the recruitment process to prepare for a career in the sport and active leisure industry.</p>	<p>The content of this unit is very similar to the unit in the current BTEC National with the removal of one learning aim to reflect the reduced GLH of this unit (60GLH compared to 90GLH in the current BTEC National).</p>
<b>Unit 2: Health, Wellbeing and Physical Activity</b>	<b>Unit B: Health, Wellbeing and Sport</b>	
<p><b>Learning aims:</b></p> <p><b>A</b> Examine different types of exercise and physical activities and different categories of participants</p> <p><b>B</b> Investigate the importance of physical health, mental health and social wellbeing</p> <p><b>C</b> Investigate methods of behaviour change to improve participant adherence to regular participation in exercise and physical activity</p>	<p><b>Learning aims:</b></p> <p><b>A</b> Examine the importance of physical activity and sport</p> <p><b>B</b> Investigate the importance of physical health</p> <p><b>C</b> Explore mental health and social wellbeing</p> <p><b>D</b> Undertake health and wellbeing screening and provide feedback to improve health status</p>	<p>The content of this unit is very similar to the unit in the current BTEC National. There is some new content to support learners to understand the process of behaviour change and interventions that can be used to improve participation in regular exercise which is a key role when working in the health and fitness industry.</p> <p>Content related to health screening has been removed and placed into a unit dedicated to the client screening process.</p> <p>The unit is still internally assessed, and Pearson have provided an Authorised Assignment Brief that centres can adapt as necessary.</p>

Unit 3: Professional Personal Trainer Practice	Unit C2: Fitness Skills Development	
<p><b>Learning aims:</b></p> <p><b>A</b> Examine different types of exercise and physical activities and different categories of Participants</p> <p><b>B</b> Investigate the importance of physical health, mental health and social wellbeing</p> <p><b>C</b> Investigate methods of behaviour change to improve participant adherence to regular participation in exercise and physical activity</p>	<p><b>Learning aims:</b></p> <p><b>A</b> Explore the body systems and their response to participation in exercise</p> <p><b>B</b> Explore methods of client assessment to improve lifestyle management</p> <p><b>C</b> Explore methods to exercise safely and develop fitness in an exercise environment</p> <p><b>D</b> Explore exercise requirements and contraindications for specific populations</p> <p><b>E</b> Plan and instruct clients through gym inductions and exercise sessions.</p>	<p>This unit has focused on two main areas in Unit C2 related to Learning Aim B working with clients and exercising safely. New content has been included in relation to sustainable practices in health and fitness.</p> <p>Additional content supporting students to develop intercommunication skills with clients has also been included to help learners develop their customer service skills.</p> <p>Learning Aims A and D are included in other units in the new qualification.</p> <p>The unit is still internally assessed, and Pearson have provided an Authorised Assignment Brief that centres can adapt as necessary.</p>
Unit 4: Client Screening and Health and Fitness Assessment	Unit B: Health, Wellbeing and Sport	
<p><b>Learning aims:</b></p> <p><b>A</b> Explore the process of carrying out health screening techniques with a client</p> <p><b>B</b> Explore the process of client fitness testing</p> <p><b>C</b> Interpret and feedback the results of fitness tests and health screening techniques for a client</p>	<p><b>Learning aims:</b></p> <p><b>A</b> Examine the importance of physical activity and sport</p> <p><b>B</b> Investigate the importance of physical health</p> <p><b>C</b> Explore mental health and social wellbeing</p> <p><b>D</b> Undertake health and wellbeing screening and provide feedback to improve health status</p>	<p>This is a new unit that includes content from Unit B covering health monitoring tests.</p> <p>The content has been expanded to include identifying risks and contraindications to exercise to improve students understanding of health and safety for clients in the fitness industry.</p> <p>In addition, fitness testing has been included to help students to be able to better support clients to meet fitness goals and provide the underpinning knowledge for subsequent units to help students to be able to target training programmes appropriately for their clients.</p> <p>The unit is still internally assessed, and Pearson have provided an Authorised Assignment Brief that centres can adapt as necessary</p>

<p><b>Unit 5: Anatomy, Physiology and Kinesiology for Personal Training</b></p>	<p><b>Unit C2: Fitness Skills Development</b> <b>Unit D2: Personal Trainer Skills Development</b></p>	
<p><b>Learning aims:</b>  <b>A</b> Examine the function of the musculoskeletal system and how it responds to exercise and physical activity  <b>B</b> Examine the function of the cardiorespiratory system and how it responds to exercise and physical activity  <b>C</b> Explore the energy and digestive systems and their response to exercise and physical activity  <b>D</b> Explore the nervous and endocrine systems and their response to exercise and physical activity  <b>E</b> Explore the principles of biomechanics and environmental factors affecting exercise and physical activity</p>	<p><b>Learning aims:</b>  <b>Unit C2</b>  <b>A</b> Explore the body systems and their response to participation in exercise  <b>B</b> Explore methods of client assessment to improve lifestyle management  <b>C</b> Explore methods to exercise safely and develop fitness in an exercise environment  <b>D</b> Explore exercise requirements and contraindications for specific populations  <b>E</b> Plan and instruct clients through gym inductions and exercise sessions.   <b>Unit D2</b>  <b>A</b> Explore anatomy, physiology and biomechanics for personal training  <b>B</b> Explore client health and wellbeing to plan personal training programmes  <b>C</b> Explore personal training methods and programming  <b>D</b> Plan, deliver and review personal training sessions for a client.</p>	<p>This new unit takes the anatomy, physiology and kinesiology content from Units C2 and D2 and places it in one dedicated unit. This eliminates repetition of content and supports a more coherent progression of knowledge, allowing learners to develop a deeper understanding of the body systems as they progress through the one unit compared to the previous qualification, where the content was spread across two separate units.</p> <p>The unit is still internally assessed, and Pearson have provided an Authorised Assignment Brief that centres can adapt as necessary.</p>
<p><b>Unit 6: Exercise Requirements and Contraindications for Specific Populations</b></p>	<p><b>Unit C2: Fitness Skills Development</b></p>	
<p><b>Learning aims:</b>  <b>A</b> Explore exercise requirements and contraindications for ante- and post-natal females  <b>B</b> Explore exercise requirements and contraindications for older adults  <b>C</b> Explore exercise requirements and contraindications for adolescents  <b>D</b> Explore exercise requirements and contraindications for people with disabilities</p>	<p><b>Learning aims:</b>  <b>A</b> Explore the body systems and their response to participation in exercise  <b>B</b> Explore methods of client assessment to improve lifestyle management  <b>C</b> Explore methods to exercise safely and develop fitness in an exercise environment  <b>D</b> Explore exercise requirements and contraindications for specific populations  <b>E</b> Plan and instruct clients through gym inductions and exercise sessions.</p>	<p>This unit focuses on the content from Learning Aim D in unit C2. The content is very similar across both units with the same specific populations covered.</p> <p>However, additional content has been added related to exercise requirements and contraindications in line with latest research and guidance.</p> <p>The unit also expands on exercise considerations for people with disabilities, equipping learners who progress to work in the fitness industry with the knowledge to promote greater inclusivity and accessibility in their services.</p>

		The unit is still internally assessed, and Pearson have provided an Authorised Assignment Brief that centres can adapt as necessary.
<b>Unit 7: Circuit Training</b>		
<p><b>Learning aims:</b></p> <p><b>A</b> Explore ways to encourage and prepare participants for group exercise circuit training classes</p> <p><b>B</b> Investigate ways an exercise instructor can support participants in exercise and physical activity</p> <p><b>C</b> Explore benefits and different types of circuit training</p> <p><b>D</b> Plan group circuit training sessions for different clients</p> <p><b>E</b> Instruct and review a group circuit training class</p>		<p>This new unit was developed in response to strong employer feedback highlighting the high demand for personal trainers to lead group exercise sessions, particularly circuit training. It is mapped to the Core group exercise instructor standard and endorsed by CIMSPA as a licence to practice in this role in the health and fitness industry.</p> <p>This unit develops new skills compared to the gym instructor unit in the previous qualification.</p> <p>While the gym instructor content is foundational, much of it is repeated in the personal training unit. Therefore, it was considered more beneficial for students to focus on circuit training in this new qualification, allowing them to gain specialised skills in group exercise instruction. This approach ensures students are better prepared for roles that require both individual and group training expertise, promoting a broader skill set for future employment opportunities in the fitness industry.</p> <p>The unit equips learners with the knowledge, skills, and behaviors necessary for planning and instructing circuit training sessions. This unit is designed to be delivered before Unit 8, as it provides the foundational knowledge and industry recognition needed to progress into personal training.</p> <p>The unit is internally assessed, and Pearson have provided an Authorised Assignment Brief, and an observation record that centres can use and adapt as necessary.</p>



<p><b>Unit 8: Personal Training Methods and Programming</b></p>	<p><b>Unit D2: Personal Trainer Skills Development</b></p>	
<p><b>Learning aims:</b>  <b>A</b> Explore personal training methods  <b>B</b> Explore the design of personal training programmes  <b>C</b> Plan and instruct personal training sessions  <b>D</b> Review a personal training session</p>	<p><b>Learning aims:</b>  <b>A</b> Explore anatomy, physiology and biomechanics for personal training  <b>B</b> Explore client health and wellbeing to plan personal training programmes  <b>C</b> Explore personal training methods and programming  <b>D</b> Plan, deliver and review personal training sessions for a client.</p>	<p>This unit focuses on the learning aim C and D in response to feedback from centres that there was insufficient time to deliver all the content in D2 in the GLH suggested.</p> <p>This also provides learners with more time to develop their skills and behaviours to work effectively with clients to help prepare them for their summative assessment.</p> <p>The unit is internally assessed, and Pearson have provided an Authorised Assignment Brief and an observation record that centres can use and adapt as necessary.</p>
<p><b>Unit 9: Nutrition for Personal Training</b></p>	<p><b>Unit 4: Nutrition for Physical Performance</b></p>	
<p><b>Learning aims:</b>  <b>A</b> Examine concepts of nutrition, hydration, diet and digestion  <b>B</b> Explore energy intake and expenditure for exercise participation  <b>C</b> Investigate legislation, guidance and procedures associated with anti-doping  <b>D</b> Produce a diet and hydration plan to support an individual taking part in a selected sport or physical activity</p>	<p><b>Learning aims:</b>  <b>A</b> Examine concepts of nutrition, hydration, diet and digestion  <b>B</b> Explore energy intake and expenditure for sports and physical activity  <b>C</b> Investigate legislation, guidance and procedures associated with anti-doping  <b>D</b> Produce a diet and hydration plan to support a selected sport or physical activity</p>	<p>The content of this unit is very similar to the unit in the current BTEC National with the addition of some new content. This includes updated content on eating disorders, reflecting the growing awareness of mental health in fitness, as well as expanded information on performance-enhancing substances, including supplements. These updates ensure learners are equipped with the most current knowledge and can provide informed, responsible guidance to clients, addressing both physical performance and overall well-being in the context of fitness.</p> <p>The unit is internally assessed, and Pearson have provided an Authorised Assignment Brief and that centres can use and adapt as necessary.</p>

Unit 10: Business, Marketing and Technology for Personal Training	Unit 21: Business and Technology in Personal Training	
<p><b>Learning aims:</b></p> <p><b>A</b> Investigate the use of business skills for personal training</p> <p><b>B</b> Explore the use of technology for personal training</p> <p><b>C</b> Explore business-related legislation and organisational procedures for personal training</p>	<p><b>Learning aims:</b></p> <p><b>A</b> Investigate the use of business skills for personal training</p> <p><b>B</b> Explore the use of technology for personal training</p> <p><b>C</b> Explore business-related legislation and organisational procedures for personal training.</p>	<p>The content of this unit is very similar to the unit in the current BTEC National with some content being refreshed related to technology.</p> <p>The unit is internally assessed, and Pearson have provided an Authorised Assignment Brief that centres can use and adapt as necessary.</p>

