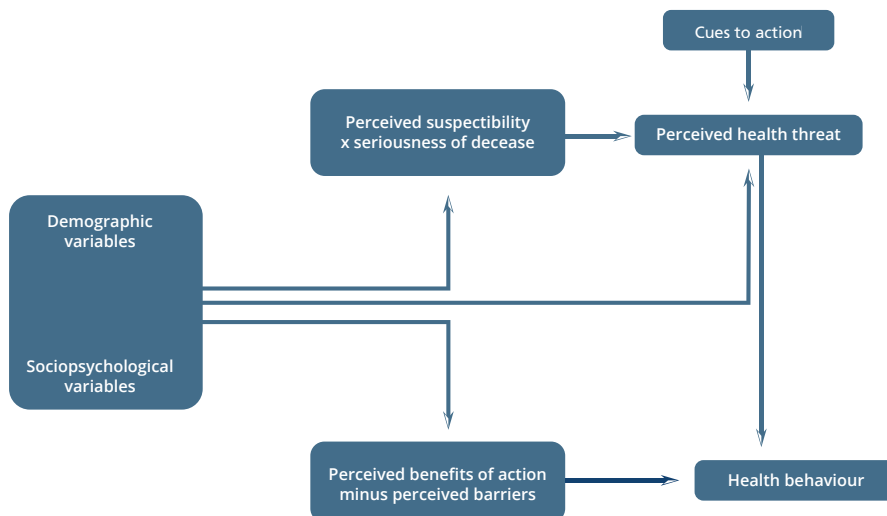


TABLE 1
Overview of 66 associations on the adoption and maintenance of physical activity and exercise in adults (supervised programmes and overall PA) (Buckworth et al., 2013).

Determinant	Supervised programmes	Overall physical activity
Demographic and biological factors		
Age	00	--
Blue-collar occupation	--	-
Education	+	++
Sex (male)	ND	++
Genetic influences	ND	++
High risk of heart disease	0	-
Injury history	ND	+
Income/socioeconomic status	ND	++
Overweight/obesity	0	00
Race/ethnicity (non-white)	ND	--
Psychological factors		
Attitudes	0	00
Perceived barriers to exercise	-	--
Enjoyment of exercise	+	++
Outcome expectancy values	+	++
Health locus of control	0	0
Intention to exercise	+	++
Knowledge of health and exercise	0	00
Perceived lack of time	--	-
Perceived health or fitness	ND	++
Poor body image	ND	-
Mood disturbance	-	--
Normative beliefs	0	00
Self-efficacy	++	++
Self-motivation	++	++
Self-schemata for exercise	ND	++
Stage of change	++	++
Stress	ND	0
Value of exercise outcomes	ND	0
Physical activity characteristics		
Intensity	--	-
Perceived exertion	--	--

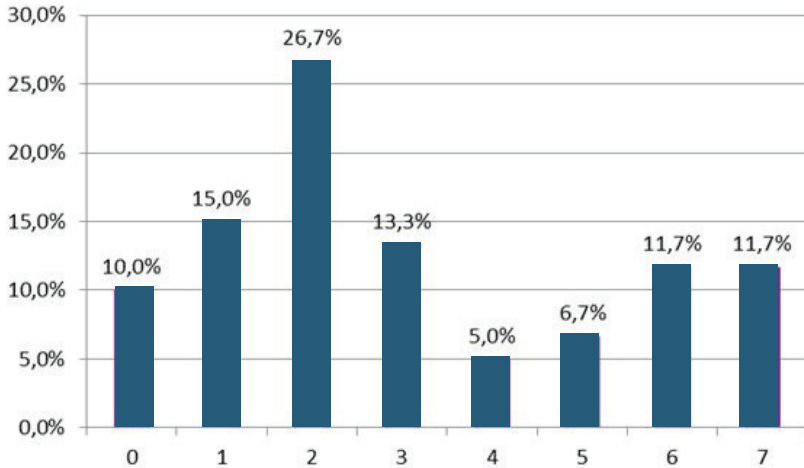
FIGURE 1

Schematic overview of the health-belief model (HBM).

In 1977 Bandura proposed the self-efficacy theory (Bandura, 1977) (SET) for understanding behavioural change. This theory assumes that all behavioural changes are mediated by self-efficacy and the belief that one can successfully achieve desired outcomes. Self-efficacy is a person's belief in their capabilities to overcome personal, social and environmental barriers to exercise (or other health behaviours). Self-efficacy involves the degree of confidence a person has so that he or she will not engage in negative behaviour in tempting situations, and the confidence that a person will engage in positive behaviour in challenging situations. There are two aspects that will influence their level of confidence. One is

FIGURE 1

Number of health behaviours that are “always” addressed by fitness professionals.



The most frequently used decisional balance strategy to increase behavioural change of potential clients (clients in the pre-contemplation, contemplation or preparation stage) focussed on the ‘useful benefits for the client’, with 91.7% of the fitness professionals using this strategy. The only other strategy that was used by 50% of the fitness professionals was ‘useful losses for the client’. When confidence and beliefs of potential clients are concerned, ‘the client’s belief in regard to the perceived result of the outcomes of behaviour’ is mostly used by the professionals. This strategy was used by 76.7% of the professionals, whereas 68.3% of the participants use ‘the confidence of the client to be engaged in positive behaviours’. On the other hand, 28.3% of the participants use ‘the confidence of the client not to be engaged in negative behaviours’. Fitness professionals used strategies