

iUSP150 – Professional practice in sports massage

URN – F/617/5622

Guided Learning Hours: 30

Learning outcome	Assessment criteria	Taught content to include
LO1 Understand legislation required in sports massage	1.1. Explain how current legal obligations relate to the sports massage therapist	• Health and safety • Legislation • Code of ethics • Code of conduct • Working relationships • Security • Screening • Local authorities • Governmental legislation • Legal compliance • Environmental protection • Workplace regulations (Health, Safety and Welfare) • Health & safety at work • Management of health & safety at work regulations • Health and Safety (First Aid) Regulations • Dangerous Substances and Preparations Regulations • Personal Protective Equipment at Work Regulations • Provision and Use of Work Equipment Regulations • Control of Substances Hazardous to Health Regulations (COSHH) • Reporting of Injuries, Diseases and Dangerous Occurrences Regulations (RIDDOR) • Electricity at Work Regulations • Fire Precautions (workplace) Regulations • Manual Handling Operations Regulations • Employers Liability • Working Time Regulations

		• General products safety regulations • Cosmetic products (safety) regulations • Supply of goods and services • Sale and supply of goods • Consumer protection • Trading standards • Data protection/GDPR • Disability discrimination • Mental health • Care standards • Medical • Children
	1.2. Explain the importance of having a chaperone present when working with children and vulnerable adults	• Child/adult protection • Duty of care • Safeguarding of children and vulnerable adults • Taking relevant steps to protect oneself against potential accusations
	1.3. Explain the importance of obtaining and working within boundaries of informed consent	• When a client should be recommended to visit their GP or other medical practitioners • When a client should be referred to a relevant health care professional • Recognise when working within scope of own practices • When you should refer a client to another accredited sports professional • Consent to receive therapy • Awareness of facts, implications and consequences of an intervention • Compliance to the relevant code of ethics • Consent expressed and internally given (reflecting true feelings of recipient)
	1.4. Describe what information needs to be given to clients to obtain informed consent	• Adequate disclosure of information e.g. nature and purpose of massage, its risk and consequences and alternative course of treatment • Competency • Welfare of client • Capacity for decision making • Client choice

		• Good practice • Ethical principles • Standards of conduct • Integrity • Respect • Professionalism • Clear guidelines of the consultation, examination and treatment procedures • Awareness of facts, implications and consequences of an intervention • Potential benefits, risks and contra-actions to treatment • Prognosis (prediction of outcome and timescale) • Limitations of treatment • Opportunity for alternative treatments or referral • Opportunity to evaluate cost of treatment
	1.5. Evaluate the consequences of non-compliance with legislation and professional standards	• Compliance to code of ethics - Act in the interests of the client - Practice within the law - Confidentiality - Maintain high standards of hygiene - Develop and update knowledge and skills - Manage risk - Demonstrate personal and professional integrity - Collaborate with other health care professionals - Practice good communication - Practice within area of competence • Consequences of non-compliance - Endangered physical, psychological or emotional wellbeing of client - Compromised personal or professional integrity - Threat of legal action - Potential disciplinary action or removal from professional association
LO2 Understand scope of practice in sports massage	2.1. Describe cautions and contra-indications to sports massage	• Musculoskeletal conditions - Osteoarthritis - Rheumatoid arthritis - Osteoporosis

		- Acute sprains and strains - Whiplash - Postural deformities - Myositis ossificans - Bursitis - Recent fractures - Spondylitis - Periostitis • Cardiovascular conditions - Hypertension - Hypotension - Heart conditions - Deep vein thrombosis - Phlebitis - Varicose veins - Bypass and heart surgery - Haemophilia • Neurological conditions - Sciatica - Disc prolapse - Piriformis syndrome - Thoracic outlet syndrome - Carpal tunnel syndrome - Morton's neuroma - Parkinson's disease - Multiple sclerosis - Cerebral palsy - Bell's palsy - Motor neurone disease - Epilepsy - Spastic conditions - Areas of altered skin sensation • Digestive conditions - Irritable bowel conditions - Crohn's disease - Constipation - Diarrhoea - Vomiting - Hernia
--	--	--

		- Gastric ulcers • Respiratory conditions - Asthma - Bronchitis - Emphysema • Skin - Skin diseases - Cuts - Bruises - Lacerations - Contusion - Abrasions - Sunburn • Reproductive conditions - Pregnancy - Menstruation • General conditions - Tumours - Cancers - Scar tissue - Fever - Inflammatory conditions - Contagious or infectious diseases - Mental incapacity - Under the influence of recreational drugs or alcohol - Prescription medication - Allergies - After a heavy meal - Haematoma - Hormonal implants - Recent operations - Swelling and oedema - Kidney infections - Diabetes - Acute trauma
	2.2. Distinguish the actions to take if presented with cautions or contra-indications • Local	• Proceed with caution: treatment indicated over an area with modifications

	• Systemic	• Avoidance and referral: treatment absolutely contra-indicated; referral indicated • Indirect treatment: Treatment administered to a distant site that may positively impact on a vulnerable location • No treatment with advice: treatment to an acute area delayed until inflammation has subsided; strategies given to quell inflammation
	2.3. Describe referral procedures when working with other professionals	• Only working within the realms of their own scope of practice and expertise • Only recommend treatments which are relevant and appropriate to the client • Client suitability e.g. young, elderly, pregnant, healthy, infirm etc. • Conditions for which sports massage is appropriate • Where sports massage may be used with cautions/modifications to treatment techniques • Where sports massage is contra-indicated (see 2.1) • Where sports massage is inappropriate, other methods of use may be indicated • Demonstration of understanding when a client should be referred to either: - GP - Counsellor • Reason for referral: beyond remit/scope of discipline, second opinion, further investigation, contra-indications and more suitable specialism • Referral to or from: medical practitioner, osteopath, physiotherapist, chiropractor, coach, complementary practitioner, sports therapist, sports massage therapist, referrals within multidisciplinary practice, sports psychologist, counsellor • Method of referral: referral letter, telephone call, e-mail, facsimile, conversation and referral form
	2.4. Describe how to communicate with others in a professional manner	• Only working within their own perimeters and professional boundaries • Not making false claims regarding treatments/products or other clinics/salons • Understanding when to refer clients to other therapists e.g., physiotherapists, counsellor

		• Understanding when a client may be contra-indicated and when to get GP's permission to treat them • Seek informed consent of client • Inform and involve client • Include client in decision-making process • Make recommendations in the best interests of the client • Respect specialist knowledge and opinions • Follow appropriate protocols • Recognise and work within professional parameters • Realistic appraisal of knowledge and skills of self and other professionals • Recognise own limitations • Seek advice and opinion of other professionals when necessary • Use recognised terminology and language when dealing with other professionals
--	--	--

LO3 Understand the standards relevant to the sports massage profession	3.1. Discuss key principles of professional standards as stipulated by sports massage membership organisations	• Prioritise client welfare • Maintain a high standard of professional competence (review practice, improve intellectual rigour and continuous professional development) • Co-operation with professional colleagues and other health care practitioners; refer when necessary • Uphold standards of honesty; integrity and dignity of self and profession • Maintain liability insurance • Keep accurate and appropriate records • Maintain appropriate storage of records • Demonstrate courtesy, patience and understanding to clients • Comply with premises guidelines • Follow the appropriate advertising code
	3.2. Evaluate the roles of professional organisations relating to sports massage	• Assert professional standards through code of conduct • Monitor and regulate continuous professional development • Representation of profession • Recommendation of products and courses • Investigation of complaints • Promotes profession • Supports members

		• Reinforces bone-fide status of its members • Establishes individual credentials and qualifications • Ensures its members are fully insured • Reviews members on an annual basis
	3.3. Explain the purpose of regulation	• Sets and maintains standards • Monitoring and development • Ensures competence of its members • Excludes charlatans • Allows self-governance • Places duty of care above self-interest • Limits risk of harm to the general public • Sets qualification requirements • Asserts appropriate legislation and legal requirements
	3.4. Explain the importance of continuing professional development	• Enhances existing knowledge and skills • Collaboration between colleagues and professions • Sharing of knowledge • Dissemination of new innovations • Maintains professional standards • Develops quality of service • Contributes to the quality of life of clients • Increases sense of reward • Increases levels of motivation • Identifies future learning • Ensures skills and knowledge are current and fit for purpose • Facilitates career advancement • Provides a means to lead, coach and mentor others • Increases levels of public confidence • Meets professional organisation requirements
	3.5. Describe the protocol to follow when presented with an emergency situation	• Risk assessment • Current first aid protocols • Appropriate and current qualification in first aid • HSE Guidelines • Organisation policies • Event organiser policies • Insurance • Roles and responsibilities

	3.6. Describe insurance requirements for sports massage practice	• A definition of professional indemnity insurance; what it covers and the difference between a salon/clinic policy and for an individual therapist • The source of the insurance – professional associations • Full amount and cover • General compliance of the country therein
--	--	--

LO4 Understand the principles of professional practice in sports massage	4.1. Explain the importance of valuing equality and diversity when working with clients	• Respect • Tolerance • Equality • Fairness • Embracing differences • Treating people as individuals • Holistic practice
	4.2. Explain the importance of professionalism	• Client-centred • Duty of care • Accountability • Excellence • Set standards • Integrity • Social responsibility • Empathy and compassion • Professional development • Collaboration
	4.3. Explain the personal and clinical standards expected of the sports massage therapist	• Describe the most efficient form of sterilisation: - In the sports clinic - In situ at a sports event • Describe the best form of waste removal (particularly when contaminated): - In the sports clinic - In situ at a sports event • Describe the importance of: - Hygiene procedures - Correct work wear - Standards - Professionalism - Attitude

		- Reasons for good personal hygiene - Wash own hands - Wipe the clients hands & feet - Use clean towels for each client - Put couch roll on top of towels - Clean professional work wear or equivalent that is appropriate in the school/clinic/on site - Socks/tights and full flat shoes/trainers - Remove all jewellery (except wedding band) from self and client - No nail enamel - Clean short nails - Hair tied back off collar and face
	4.4. Explain the importance of good communication skills	• Verbal • Non-verbal • Eye contact • Body language • Listening skills • Passive, aggressive, passive-aggressive and assertive communication • Ensuring that the correct information is taken from the client • Ensuring that the client gives sufficient detail regarding their health and background and realises the importance of gaining GP's permission in the relevant circumstances • Ensuring that the client feels able to confide in the therapist where necessary • Ensuring that the client feels secure in the knowledge that any discussion is confidential • Ensuring that the client signs the consultation form
	4.5. Describe advantages/disadvantages of different means of communication	• Consultation • Oral questioning • Listening • Discussion • Recording evidence • Good communication skills (asking open and/or closed questions where appropriate) • Trust • Professionalism, confidence and enthusiasm

		• Confidentiality • Private comfortable area • Positive body language • Positioning of the client (no barriers between themselves and client)
LO5 Understand how to produce, maintain and store client records	5.1. Explain the importance of accurate and confidential record keeping	• Professionalism • Do not discuss the personal details of a client with another therapist • Do not discuss the personal details of a client with another client • Ensure the client realises that the only reason information would be disclosed would be to ascertain permission to treat from a GP or other medically trained practitioner • Data protection/GDPR • Accurate record keeping
	5.2. Explain what information should be recorded	• Outcomes achieved • Effectiveness of treatment • Any change in demand • Whether the treatment met the needs of the client • Longer term needs of the client • Encourage clients to express their feelings/requirement during the treatment • Note client's reactions and make appropriate adjustments
	5.3. Explain the principles to apply when recording treatments	• Aims • Objectives • Benefits of the treatment • Improved performance • Change in treatment plan • Review • Evaluation • Reflection • Change to future treatment plan

	5.4. Explain the legal requirements for the storage and disposal of records	• Understand national guidelines regarding the interpretation of collected data • Storing records in a secure place • Code of ethics • Code of practice • Organisations protocol • Correct procedures for the destruction of client records • Data protection/GDPR • Destroying client records using correct procedures
--	---	--

Assessment	
Portfolio of evidence	Containing an assignment

Guide to taught content
The content contained within the unit specification is not prescriptive or exhaustive but is intended to provide helpful guidance to teachers and learners with the key areas that will be covered within the unit, and, relating to the kinds of evidence that should be provided for each assessment objective specific to the unit learning outcomes.

Document History

Version	Issue Date	Changes	Role
v1	16/08/2019	First published	Qualifications and Regulation Co-ordinator
v2	25/06/2026	Rebranding	Development Administrator