

Higher National Unit Specification

General information for centres

Unit title: Beauty Therapy: Product Knowledge

Unit code: DN6R 35

Unit purpose: This Unit is designed to enable candidates to recognise the main ingredients and uses of skincare preparations. This unit will be suitable for candidates/therapists wishing to extend their knowledge of current product ranges.

On completion of the Unit the candidate should be able to:

- 1 Describe the basic chemical and botanical ingredients most commonly found in current skincare product ranges.
- 2 Carry out skin analysis and identify, recommend and advise on appropriate skincare products for clients.

Credit points and level: 1 HN Credit at SCQF level 8: (8 SCQF credit points at SCQF level 8*)

**SCQF credit points are used to allocate credit to qualifications in the Scottish Credit and Qualifications Framework (SCQF). Each qualification in the Framework is allocated a number of SCQF credit points at an SCQF level. There are 12 SCQF levels, ranging from Access 1 to Doctorates.*

Recommended prior knowledge and skills: It would be beneficial if candidates had prior knowledge of Facial Care, Depilation, Nail Care, Facial Massage and Artificial Nail Structures at NQ or SVQ level 2/3.

Core skills: There may be opportunities to gather evidence towards core skills in this Unit, although there is no automatic certification of core skills or core skills components.

Context for delivery: This is an optional Unit in the framework for HNC Beauty Therapy and a mandatory Unit in the framework for HND Beauty Therapy. It is recommended that it should be taught and assessed within the subject area of the group award to which it contributes.

Assessment: Outcome 1 is assessed by a report which will include the main properties and purposes of botanical/chemical ingredients commonly found in products and and effects and benefits/dangers of using suitable/unsuitable substances on the skin.

Outcome 2 is assessed by observation and supported with written evidence in the form of client consultation record cards.

Higher National Unit specification: statement of standards

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The sections of the Unit stating the Outcomes, knowledge and/or skills, and evidence requirements are mandatory.

Where evidence for Outcomes is assessed on a sample basis, the whole of the content listed in the knowledge and/or skills section must be taught and available for assessment. Candidates should not know in advance the items on which they will be assessed and different items should be sampled on each assessment occasion.

Outcome 1

Describe the basic chemical and botanical ingredients most commonly found in current skincare product ranges.

Knowledge and/or skills

- ◆ Basic chemical and botanical ingredients used currently in skincare products
- ◆ Purpose of chemical and botanical ingredients used in skincare products
- ◆ Awareness of safe chemical substances used in skincare products
- ◆ Awareness of unsafe chemical substances used in skincare products

Evidence requirements

Candidates will need to provide evidence to demonstrate their knowledge and/or skills by showing that they can:

- ◆ list the basic chemical and botanical ingredients most commonly found in skincare products
- ◆ give the main properties and purposes of these chemical and botanical ingredients
- ◆ describe the general effects each ingredient will have on the skin
- ◆ describe the benefits and dangers of using suitable and unsuitable chemical substances on the skin

Candidates should prepare a report, of a minimum of 1000 words, explaining the main properties and purposes of a minimum of 10 botanical/chemical ingredients, 10 in total, commonly found in skincare products. The report should include the effect each ingredient will have on the skin and reference should be made to the benefits and dangers of using suitable and unsuitable chemical substances on the skin.

This would be open book, and should be presented in a typed format and candidates will submit the report by an agreed date.

Assessment guidelines

Candidates should be encouraged to undertake appropriate research before preparing their report.

The products/ingredients given in the Support Notes should be constantly updated to take account of new products introduced to the market.

Higher National Unit specification: statement of standards (cont)

Unit title: Beauty Therapy: Product Knowledge

Outcome 2

Carry out skin analysis and identify, recommend and advise on appropriate skincare products for clients

Knowledge and/or skills

- ◆ Carry out a thorough skin analysis, identifying areas giving concern to clients
- ◆ Select appropriate products, which benefit client's skin type
- ◆ Advise clients on the benefits of using specific ingredients
- ◆ Give recommendations to clients on the potential dangers of not using correct products suited to their skin type
- ◆ Provide clients with general product information covering a variety of ranges, prices and availability

Evidence requirements

Candidates will need to provide evidence to demonstrate their skills and/or knowledge by showing that they can:

- ◆ identify products suitable for the client's skin type
- ◆ describe the benefits of the products recommended to clients
- ◆ describe which products should be avoided and why
- ◆ give recommendations on a variety of product ranges, prices and availability

Assessment of this Outcome will be by observation and should take place in a controlled salon environment. Candidates should carry out consultations with three clients, each presenting with a different skin type. Candidates will analyse skin type, discuss problem areas with the client, select appropriate product/s to improve client's skin type, advice on the benefits of using the products and effects on the skin and give information on the range, price and availability of the products.

Observation checklists should be supported by written evidence in the form of client consultation/record cards.

Assessment guidelines

Candidates should be encouraged to discuss their product choices with assessors and clients.

This Outcome can be assessed and evidence provided in a practical situation within the Unit Management and Practices of Facial Therapies or other practical Beauty therapy Units

Administrative Information

Unit code:	DN6R 35
Unit title:	Beauty Therapy: Product Knowledge
Superclass category:	HL
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Higher National Unit specification: support notes

Unit title: Beauty Therapy: Product Knowledge

This part of the Unit specification is offered as guidance. The support notes are not mandatory.

While the exact time allocated to this Unit is at the discretion of the centre, the notional design length is 40 hours.

Guidance on the content and context for this Unit

This is an optional Unit in the framework for HNC Beauty Therapy and a mandatory Unit in the framework for the HND Beauty Therapy. Current practice/products should apply throughout the Unit as these are subject to regular review.

Outcome 1

Understand the properties of basic chemical and botanical ingredients used in skincare products.

- ◆ research the names of 10 ingredients most commonly found, and used currently, in skincare preparations and list the properties of each

These could include:

- ◆ **Botanicals;** Comfrey, Arnica, Burdock, Red Clover, Shea Butter, Oats, Titanium Dioxide, Rice, Iron Oxide, Ginkgo Biloba, Menthol, Green Tea, Liquorice, Green Clay, Honey, St John's Wort, Seaweed, Quillaja Saponaria Extract, Evening Primrose Oil, Rosemary, Sage, Tea Tree, Chamomile, Calendula, Red Raspberry, Orange, Grapefruit, Ylang Ylang, Lavender, Lime, Vitamins A, C, E, K, Kaolin, Fuller's Earth.
- ◆ **Chemicals;** Sodium Laureth Sulphate, Triclosan, Salicylic Acid, Lactic Acid, Glycolic Acid, Aqua, Glycerin, Petrolatum, Paraffin Liquidium, Methylparaben, Propylparaben, Alcohol, Lanolin, Magnesium Aluminium, Silicate, Isopropyl Myristate, Glyceryl Laurate, Butyl Paraben, Ethyl Paraben, Cetyl Alcohol, Dimethicone, Acrylate Crosspolymer, Silica, Benzoyl Peroxide.
(the above lists are not exhaustive)
- ◆ Explain the purpose of these chemical and botanical ingredients. Describe effects each ingredient will have on the skin, in general rather than scientific terms, for client understanding
- ◆ Awareness of safe chemical substances used in skincare. Describe the benefits of chemicals which are safely recommended for use on the skin.
- ◆ Awareness of unsuitable chemical substances used in skincare. Describe the dangers and effects on the skin of using chemicals, which are deemed unsuitable for use on skin.

Outcome 2

- ◆ Carry out a thorough skin analysis, identifying areas giving concern to clients.
- ◆ Identify the client's skin type and discuss problematic areas with the client. These could include: oily, combination, dry, sensitive, mature, congested, blemished, dehydrated
- ◆ Select appropriate products to suit and improve the client's skin type - relate products chosen to skin type and conditions present.

Higher National Unit specification: support notes (cont)

Unit title: Beauty Therapy: Product Knowledge

- ◆ Give understandable advice to clients on the benefits of using specific ingredients - not too scientific, use general words. Describe the resultant effects on the skin, which could be expected using such ingredients.
- ◆ Give recommendations to clients on the potential dangers of not using correct products suited to their skin type - highlight long term problems that can occur and how the skin may suffer as a result. For example: dry, dehydrated, unbalanced, hyper sensitive.
- ◆ Provide clients with general information on products covering a variety of ranges, prices and availability.
- ◆ Demonstrate an understanding of the products therapists have to work with. Provide information on products in a variety of price ranges to suit all clients. Recommend potential sources for the purchase of such products.

Assessment of this Outcome will be by observation and should take place in a controlled salon environment. Candidates should carry out consultation with three clients, each presenting with a different skin type. Candidates will analyse skin type, discuss problem areas with the client, select appropriate product/s to improve client's skin type, advice on the benefits of using the products and effects on the skin and give information on the range, price and availability of the products

Observation checklists should be supported by written evidence in the form of client consultation/record cards

Guidance on the delivery and assessment of this Unit

Opportunities for developing Core Skills

The delivery should be in the form of theory lectures and practical demonstrations given by lecturers and representatives from skincare companies. Candidates should be given handouts/notes relating to the products used and the ingredients found in them. Candidates should have the opportunity to practise the skills of analysing skin types, discussing products in a professional manner, using techniques shown by the skincare representatives and advising clients on suitable retail products.

Candidates must have access to a professional product range in order to complete this Unit. The Unit will be assessed by a combination of written and practical assessments. The assessment for Outcome 2 could be integrated with the assessment for Management and Practices of Facial Therapy, or other Beauty Therapy units as appropriate, for example Facial Treatments; Face and Body Electrotherapy.

Open learning

This Unit could be delivered by open learning. However, it would require planning by the centre to ensure the sufficiency and authenticity of candidate evidence. Arrangements would have to be made to ensure that the assessment(s) are delivered in an appropriate manner.

For further information and advice please refer to *Assessment and Quality Assurance for Open and Distance Learning (SQA, February 2001 – publication code A1030)*.

Higher National Unit specification: support notes (cont)

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Candidates with additional support needs

This Unit specification is intended to ensure that there are no artificial barriers to learning or assessment. The additional support needs of individual candidates should be taken into account when planning learning experiences, selecting assessment instruments or considering alternative Outcomes for Units. For information on these, please refer to the SQA document *Guidance Assessment Arrangements for Candidates with Disabilities and/or Additional Support Needs*, which is available on the SQA website www.sqa.org.uk

General information for candidates

Unit title: Beauty Therapy: Product Knowledge

This Unit is designed to enable you to recognise the main uses of chemicals and botanicals commonly used in cosmetic preparations. It is intended to extend the therapists' knowledge of current product ranges.

On completion of this Unit you will be able to:

1. Describe the basic chemical and botanical ingredients most commonly found in current skincare product ranges
2. Carry out skin analysis and identify, recommend and advise on appropriate skincare products for clients

Outcome 1

To achieve this Outcome you will need evidence to demonstrate knowledge and understanding by showing that you can:

- ◆ produce a research report that lists 10 (in total) of the most commonly used chemical and botanical ingredients
- ◆ include in the research document the main properties and purposes of these chemical and botanical ingredients
- ◆ describe the general effects each of the ingredients will have on the skin
- ◆ include the benefits and dangers of using suitable and unsuitable chemical substances on the skin

Outcome 2

To achieve this Outcome you will need evidence to demonstrate knowledge and understanding by showing that you can:

- ◆ describe skin type and identify areas causing concern to clients
- ◆ select appropriate products required to be used in the salon and at home
- ◆ advise clients why they should be using the products recommended to them – highlighting the benefits
- ◆ advise clients why they should not be using certain products – highlight the pitfalls, eg: explain the immediate allergic reactions that many products containing harmful chemicals can give, the over-drying, stripping effects that products containing alcohols can bring to the skin
- ◆ give recommendations on a variety of product ranges, prices and availability

Assessment of this Outcome will be observation and should take place in a controlled salon environment. You should carry out consultations with three clients, each presenting with a different skin type. You will analyse skin type, discuss problem areas with your client, select appropriate product(s) to improve client's skin type, advise on benefits of using the products and effects on the skin and give information on the range, price and availability of the products.

Observation checklists should be supported by written evidence in the form of consultation and/or record cards.

General information for candidates (cont)

Unit title: Beauty Therapy: Product Knowledge

Bibliography

Training manuals for current product ranges

Recommended research book, "Cosmetic Watch: Lifting the Lid off Cosmetic Ingredients" by Maureen Charlwood and Cheryl Robertson.