

## Higher National Unit specification

### General information

**Unit title:** Body Massage Treatments (SCQF level 7)

**Unit code:** HF7J 34

**Superclass:** HK

**Publication date:** July 2016

**Source:** Scottish Qualifications Authority

**Version:** 03

### Unit purpose

On completion of this Unit the learner should be able to demonstrate knowledge of manual and mechanical body massage incorporating heat treatments. They will gain knowledge of the physiological and psychological effects of body massage, the effects of body massage on the systems of the body and the skin, effects of mechanical massage, heat treatments, conditions which prevent and restrict treatment and contra-actions.

Learners will develop skills in the correct application of massage techniques, including the use of forearm and elbow; use mechanical gyratory massage, audio sonic and heat treatments. They will consult with clients and devise treatment plans which meet clients' needs, then prepare for and perform the massage treatment, adapting the massage techniques to suit the treatment objectives and area of the body. They will evaluate the effectiveness of the treatment, provide recommendations for future treatment adaptations and give appropriate individual lifestyle advice.

Throughout learners will demonstrate knowledge of and adherence to relevant health and safety procedures; appearance which reflects organisational and industry standards and effective communication and consultation techniques.

This Unit will be beneficial for those who wish to pursue a career within the beauty therapy, complementary therapy and spa industries broadening their knowledge and skills.

## General information (cont)

**Unit title:** Body Massage Treatments (SCQF level 7)

### Outcomes

On successful completion of the Unit the learner will be able to:

- 1 Demonstrate knowledge of manual and mechanical massage treatments.
- 2 Plan and prepare for manual and mechanical massage treatments incorporating heat treatment.
- 3 Perform and evaluate the effectiveness of manual and mechanical massage treatments incorporating heat treatment.

### Credit points and level

2 Higher National Unit credits at SCQF level 7: (16 SCQF credit points at SCQF level 7)

### Recommended entry to the Unit

Access to this Unit is at the discretion of the centre. It is recommended that learners either possess or are working towards an anatomy and physiology qualification and have successfully completed Unit DN6C 33 *Body Massage*.

### Core Skills

Achievement of this Unit gives automatic certification of the following:

Complete Core Skill	Problem Solving at SCQF level 6
---------------------	---------------------------------

Core Skill component	None
----------------------	------

Opportunities to develop aspects of Core Skills are highlighted in the Support Notes for this Unit specification.

### Context for delivery

If this Unit is delivered as part of a Group Award, it is recommended that it should be taught and assessed within the subject area of the Group Award to which it contributes.

The Assessment Support Pack (ASP) for this Unit provides assessment and marking guidelines that exemplify the national standard for achievement. It is a valid, reliable and practicable assessment. Centres wishing to develop their own assessments should refer to the ASP to ensure a comparable standard. A list of existing ASPs is available to download from SQA's website (<http://www.sqa.org.uk/sqa/46233.2769.html>).

### Equality and inclusion

This Unit specification has been designed to ensure that there are no unnecessary barriers to learning or assessment. The individual needs of learners should be taken into account when planning learning experiences, selecting assessment methods or considering alternative evidence.

Further advice can be found on our website [www.sqa.org.uk/assessmentarrangements](http://www.sqa.org.uk/assessmentarrangements).

## Higher National Unit specification: Statement of standards

### Unit title: Body Massage Treatments (SCQF level 7)

Acceptable performance in this Unit will be the satisfactory achievement of the standards set out in this part of the Unit specification. All sections of the statement of standards are mandatory and cannot be altered without reference to SQA.

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. Learners 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

Demonstrate knowledge of manual and mechanical massage treatments.

#### Knowledge and/or Skills

- ◆ Physiological and psychological effects of massage
- ◆ Body Systems — lymphatic, circulatory, muscular, nervous, integumentary
- ◆ The effects of massage on the systems of the body — lymphatic, circulatory, muscular, nervous, integumentary
- ◆ Benefits of pre-heat treatments — infra-red and paraffin wax
- ◆ Benefits of mechanical equipment use — gyratory massager and audio sonic
- ◆ Conditions which may prohibit treatment (contra indications) and why
- ◆ Conditions which restrict treatment (special care conditions) and necessary adaptation
- ◆ Possible contra-actions — erythema, hyperaemia, allergic reaction to products

### Outcome 2

Plan and prepare for manual and mechanical massage treatments incorporating heat treatments.

#### Knowledge and/or Skills

- ◆ Personal preparation
- ◆ Treatment environment preparation
- ◆ Equipment preparation and positioning
- ◆ Comprehensive consultation techniques
- ◆ Treatment planning
- ◆ Client preparation

## Higher National Unit specification: Statement of standards

**Unit title:** Body Massage Treatments (SCQF level 7)

### Outcome 3

Perform and evaluate the effectiveness of manual and mechanical massage treatments incorporating heat treatments.

#### Knowledge and/or Skills

- ◆ Manual massage techniques — effleurage, petrissage, tapotement, vibrations, friction
- ◆ How to match massage medium to different body types, skin types and conditions
- ◆ The correct application of pre-heat treatments — infra-red and paraffin wax
- ◆ Correct massage application techniques — effleurage, petrissage, tapotement, vibration, friction, pressure point
- ◆ Benefits of massage techniques — effleurage, petrissage, tapotement, vibration friction, pressure point
- ◆ Treatment areas — Full body: arms and hands, chest and shoulders, abdomen, legs and feet; gluteals, back, neck and shoulders
- ◆ How to adapt the techniques and massage treatments to suit different treatment objectives — relaxing, stimulating, anti-cellulite and treatment areas
- ◆ The correct application of mechanical equipment — gyratory massager and audio sonic
- ◆ The use of other parts of the body for manual massage — forearm, elbow
- ◆ Timing, sequence and duration
- ◆ Client comfort and safety
- ◆ Relevant current health and safety legislation
- ◆ Aftercare advice
- ◆ Lifestyle advice which may improve the effectiveness of the treatment
- ◆ Methods used to evaluate the effectiveness of body massage treatments

## Higher National Unit specification: Statement of standards (cont)

**Unit title:** Body Massage Treatments (SCQF level 7)

### Evidence Requirements for this Unit

#### Outcome 1

Answer structured questions in closed-book conditions. The questions set must enable learners to demonstrate their knowledge of manual and mechanical massage treatment and cover:

- ◆ the physiological and psychological effects of massage.
- ◆ the effects of massage on the systems of the body — lymphatic, circulatory, muscular, nervous, integumentary.
- ◆ the benefits of pre-heat treatments — infra-red, paraffin wax.
- ◆ the benefits of mechanical equipment use — gyratory massager, audio sonic.
- ◆ conditions which may prohibit treatment (contra-indications) and why, contagious skin disease, dysfunction of the nervous system, recent scar tissue, undiagnosed lumps and swellings.
- ◆ conditions which restrict treatment (special care conditions) and necessary adaptation — undergoing medical treatment, uncontrolled diabetes, epilepsy, high/low blood pressure, history of thrombosis or embolism, varicose veins, metal pins or plates, medication, pregnancy, piercings, cuts and abrasions, during cancer treatment.
- ◆ possible contra-actions to treatment — erythema, hyperaemia, allergic reaction to product.

#### Outcome 2 and 3

Demonstrate by observed practical performance on a minimum of five occasions on different clients that they are able to prepare for and carry out full body massage treatments.

Practical performance must incorporate the use of infra-red, paraffin wax, gyratory massager, audio sonic and the use of forearm and elbow application techniques.

Practical performance must demonstrate all treatment objectives — relaxing, stimulating and anti-cellulite.

## Higher National Unit specification: Statement of standards (cont)

**Unit title:** Body Massage Treatments (SCQF level 7)

Learners must:

- ◆ prepare self appropriately.
- ◆ prepare treatment environment appropriately following current industry and organisational requirements.
- ◆ prepare equipment in accordance with good practice.
- ◆ demonstrate an effective consultation technique.
- ◆ devise an appropriate treatment plan which meets client aims.
- ◆ position, cover and protect the client appropriately.
- ◆ carry out the full body massage treatment — arms and hands, chest and shoulders, abdomen, legs and feet; gluteals, back, neck and shoulders.
- ◆ select the appropriate massage medium.
- ◆ use a pre-massage heat treatment effectively (infra-red or paraffin wax.)
- ◆ use the appropriate mechanical equipment effectively (gyratory massage or audio sonic.)
- ◆ adapt and apply the massage techniques effectively to meet client treatment objectives — relaxing, stimulating, anti-cellulite and treatment areas.
- ◆ explain reasons for technique selection.
- ◆ carry out the body massage following organisations timing, sequence and duration.
- ◆ ensure client comfort and safety throughout treatment.
- ◆ comply with relevant current health and safety legislation throughout treatment.
- ◆ give appropriate aftercare advice to the client.
- ◆ give relevant specific lifestyle advice to the client.
- ◆ record treatment accurately.
- ◆ evaluate the effectiveness of the treatment in relation to the client's aims.

An assessor observation checklist must be used to provide evidence of performance supported by an accurate client record completed by the learner, which will include an evaluation of the treatment in relation to client's aims. The evaluation should include adaptations which would be recommended for subsequent treatments.

## Higher National Unit Support Notes

**Unit title:** Body Massage Treatments (SCQF level 7)

Unit Support Notes are offered as guidance and are not mandatory.

While the exact time allocated to this Unit is at the discretion of the centre, the notional design length is 80 hours.

### Guidance on the content and context for this Unit

This Unit is designed to help learners gain knowledge and skills relating to manual and mechanical body massage incorporating heat treatments. Learners will gain knowledge of the physiological and psychological effects of body massage, the effects of body massage on the systems of the body and the skin, effects of mechanical massage, heat treatments, conditions which prevent and restrict treatment and contra-actions.

The Unit covers the correct application of massage techniques including elbow and forearm, and the use of mechanical gyratory massage, audio sonic and the use of pre-heat treatments.

Learners will develop their practical skills by consulting with clients and devising treatment plans which meet treatment objectives, then prepare for and perform the massage treatment, adapting massage techniques to suit the treatment objectives and area of the body.

Learners will evaluate the effectiveness of the treatment, provide recommendations for future treatment adaptations and give appropriate individual lifestyle advice which will enhance the effectiveness of the treatment given.

Throughout learners must demonstrate knowledge of and adherence to relevant health and safety procedures; appearance which reflects organisational and industry standards and effective communication and consultation skills.

## Higher National Unit Support Notes

### Unit title: Body Massage Treatments (SCQF level 7)

Key areas of knowledge will be:

- ◆ Physiological and psychological effects of massage.
- ◆ Body systems — lymphatic, circulatory, muscular, nervous, integumentary.
- ◆ The effects of massage on the systems of the body — lymphatic, circulatory, muscular, nervous, integumentary.
- ◆ Benefits of manual massage techniques — effleurage, petrissage, tapotement, vibrations, friction.
- ◆ Benefits of pre heat treatments — infra-red and paraffin wax.
- ◆ Benefits of mechanical equipment use — gyratory massager and audio sonic.
- ◆ Conditions which may prohibit treatment (contra indications) and why.
- ◆ Conditions which restrict treatment (special care conditions) and necessary adaptation.
- ◆ Possible contra-actions — erythema, hyperaemia, allergic reaction to products.
- ◆ Organisation and industry standards of personal preparation.
- ◆ Treatment environment preparation.
- ◆ Equipment preparation and positioning.
- ◆ Comprehensive consultation techniques.
- ◆ Treatment planning.
- ◆ Client preparation and positioning.
- ◆ Massage mediums.
- ◆ How to match massage medium to different body types, skin types and conditions.
- ◆ The correct application of pre-massage heat treatments — infra-red and paraffin wax.
- ◆ Correct massage application techniques — effleurage, petrissage, tapotement, vibration, friction, pressure point.
- ◆ Treatment areas — Full body: arms and hands, chest and shoulders, abdomen, legs and feet; gluteals, back, neck and shoulders.
- ◆ How to adapt the techniques and massage treatments to suit different treatment objectives — relaxing, stimulating, anti-cellulite and treatment areas.
- ◆ The correct application of mechanical equipment — gyratory massager and audio sonic.
- ◆ The use of other parts of the body for manual massage — forearm, elbow.
- ◆ Correct timing, sequence and duration reflective of industry practice.
- ◆ Client comfort and safety.
- ◆ Relevant current health and safety legislation.
- ◆ How to give appropriate aftercare and lifestyle advice.
- ◆ Aftercare advice.
- ◆ Lifestyle advice which may improve the effectiveness of the treatment.
- ◆ Methods used to evaluate the effectiveness of body massage treatment.
- ◆ Method of recording client data.

Learners should be given the opportunity and time to develop good working practice in a realistic working environment or real workplace.



## Higher National Unit Support Notes

### Unit title: Body Massage Treatments (SCQF level 7)

National Occupation Standards (NOS) are created by Habia, the Sector Skills Body (SSB) and industry authority for hair, barbering, beauty, nails and spa therapy. These form the basis of all qualifications in hair and beauty. Aspects of the NOS from the SVQ in *Beauty Therapy* at SCQF 6 have been incorporated into this Unit; Linked to elements Unit *SKABT16 Provide body massage treatments*.

### Guidance on approaches to delivery of this Unit

It is recommended that an induction to the Unit be given enabling the learner to understand fully what is required and the approaches which will be adopted. A learner centred, participative and practical approach should be encouraged throughout.

Due to the practical nature of the Unit, each part of learning and teaching should incorporate both theory and practice, to facilitate learning. Learners will therefore understand the relevance of the knowledge more easily as they experience the practical application.

It is important that learners get feedback on their progress throughout. Feedback should highlight aspects where learners did well and areas that require to be improved.

Tutorials should be given to cover theoretical aspects of the Unit. Research should be encouraged to enhance and give breadth and depth to learning.

Practical demonstration followed by supported role-play, initially with peers will enable the learner to practise and gain confidence before progressing to the working environment. Formative work throughout will enhance performance.

The learner should be shown how to correctly apply each massage technique — effleurage, petrissage, tapotement, vibrations, friction and pressure point. The correct use the gyratory massager and audio sonic equipment and the application of pre-massage heat treatments — infra-red and paraffin wax.

Emphasis should be placed on communicating effectively during consultation to gain all the required information, developing treatment plans, adapting massage techniques and giving lifestyle advice which meet the needs of the individual client; which should enable the learner to demonstrate an understanding of the knowledge component detailed in the Unit Specification.

Opportunities should be taken within Unit delivery to integrate relevant current legislation knowledge in a realistic context. Learners should be aware of how legislation affects everyday practice in the salon. They will develop an understanding of their responsibilities with regard to relevant legislation and be able to check their own working practices and working areas for any risks to themselves or others.

The learner should be encouraged to develop good working practices which meet both organisational and current national health and safety policies and procedures, enhancing their employability skills profile.

Centres are encouraged to establish links with industry representatives, who may be willing to offer support in the form of visits from a member of staff to give demonstrations of contemporary massage methods which will enhance the learner experience.

## Higher National Unit Support Notes

### Unit title: Body Massage Treatments (SCQF level 7)

Achievement of this Unit will be dependent on the learner being able to demonstrate knowledge and carry out practical activities either in a realistic working environment or real workplace, which involves working with customers, working with others in a team and will develop good working practice.

The Unit, therefore, should incorporate a variety of approaches to learning and teaching, including:

- ◆ Tutorials supported by handouts
- ◆ Research
- ◆ Demonstration
- ◆ Group work and discussion
- ◆ Practical activities
- ◆ Visiting speakers
- ◆ Reflection and evaluation

### Guidance on approaches to assessment of this Unit

The Evidence Requirements are fully expressed in the mandatory section of this Unit Specification.

The opportunity exists within this Unit (HF7J 34 Body Massage Treatments) to cross reference the contra-indications and special care conditions with the exception of varicose veins, metal pins/plates, applicable to Outcome 1 where these have been successfully achieved in the closed book written assessment of the following Unit –

- HF7T 34 Aromatherapy Massage (with the exception of special care conditions varicose veins, metal pins/plates).

#### **Outcome 1**

The structured questions must be carried out in closed-book conditions. Written, oral or electronic methods could be used.

#### **Outcome 2 and 3**

Performance evidence should be gathered concurrently over a realistic timeframe, which will give learners the opportunity to develop good working practices.

Practical performance must incorporate the use of infra-red, paraffin wax, gyratory massager, audio sonic and the use of forearm and elbow application techniques. These may not be applicable for all clients and can be combined as applicable to meet the needs of the client. Performance evidence of all however must be presented.

Client consultation, consultation records, the development of individual treatment plans, massage technique adaptations, treatment evaluation and lifestyle advice should facilitate the demonstration of an understanding of knowledge in practice.

There are good opportunities for formative assessment within these Outcomes, including self and peer assessment.

Centres are reminded that prior verification of centre-devised assessments would help to ensure that the national standard is being met. Where learners experience a range of assessment methods, this helps them to develop different skills that should be transferable to work or further and higher education.

## Higher National Unit Support Notes

**Unit title:** Body Massage Treatments (working title) (SCQF level 7)

### Opportunities for e-assessment

E-assessment may be appropriate for some assessments in this Unit. By e-assessment we mean assessment which is supported by Information and Communication Technology (ICT), such as e-testing or the use of e-portfolios or social software. Centres which wish to use e-assessment must ensure that the national standard is applied to all learner evidence and that conditions of assessment as specified in the Evidence Requirements are met, regardless of the mode of gathering evidence. The most up-to-date guidance on the use of e-assessment to support SQA's qualifications is available at [www.sqa.org.uk/e-assessment](http://www.sqa.org.uk/e-assessment).

### Opportunities for developing Core and other essential skills

Aspects of the Core Skill of *Problem Solving*, that is, Planning and Organising, Critical Thinking, and Reviewing and Evaluating, will be naturally developed as the massage treatment is planned and safely undertaken. In planning the treatment learners will identify and analyse a range of factors including suitable products, equipment and techniques to ensure the treatment meets the needs of each individual client. The treatment application must ensure client comfort and safety. Taking account of timing sequence and duration will require good planning and organising skills. Compliance with health and safety legislation is integral to achievement. Analytical evaluation of the effectiveness of treatments in relation to identified aims could be enhanced by formative group discussion.

*Communication* skills are not formally assessed however learners will be expected to present oral and written communication to an acceptable professional standard. Skills in accessing and analysing information on massage effects and techniques should be developed to provide underpinning knowledge on professional issues and resources. Evaluation of information accessed should be encouraged in order to assure that information is accurate and current.

Oral communication skills will be developed in practical work with clients when interaction must be professional, sensitive and empathic. Communicating appropriate information to clients, explaining and reassuring during treatment sessions and giving aftercare advice and specific relevant lifestyle advice will be an essential aspect of competence. Learners should be fully aware of a range of active listening techniques in order to relate and respond to others in the most appropriate and effective way, adapting language, register and style to suit their purpose and clientele.

In addition to the specific vocational skills developed and assessed learners will have the opportunity to develop generic skills which will enhance their employability skills profile, eg customer care skills, communication skills, time management.

This Unit has the Core Skill of Problem Solving embedded in it, so when learners achieve this Unit their Core Skills profile will be updated to show that they have achieved Problem Solving at SCQF level 6.

## History of changes to Unit

Version	Description of change	Date
02	Core Skill Problem Solving at SCQF level 6 embedded.	19/08/2016
03	Cross reference opportunity re Outcome 1 contra-indications and special care conditions added to “Guidance on approaches to assessment”	19/02/2020

© Scottish Qualifications Authority 2016

This publication may be reproduced in whole or in part for educational purposes provided that no profit is derived from reproduction and that, if reproduced in part, the source is acknowledged.

Additional copies of this Unit specification can be purchased from the Scottish Qualifications Authority. Please contact the Business Development and Customer Support team, telephone 0303 333 0330.

## General information for learners

### Unit title: Body Massage Treatments (SCQF level 7)

This section will help you decide whether this is the Unit for you by explaining what the Unit is about, what you should know or be able to do before you start, what you will need to do during the Unit and opportunities for further learning and employment.

On completion of this Unit you should be able to demonstrate knowledge and skills relating to manual and mechanical body massage including heat treatments. You will gain knowledge of the physiological and physiological effects of body massage and the effects of body massage on the systems of the body and the skin, effects of mechanical massage, heat treatments, conditions which prevent and restrict treatment and contra-actions.

You will develop skills in the correct application of massage techniques, including the use of forearm and elbow; consult with clients and devise treatment plans which meet clients' needs, then prepare for and perform the massage treatment, adapting the massage techniques to suit the treatment objectives and area of the body. You will evaluate the effectiveness of the treatment and provide recommendations for future treatment adaptations and give appropriate individual lifestyle advice.

Throughout you will demonstrate knowledge of and adherence to relevant health and safety procedures; appearance which reflects organisational and industry standards and effective communication and consultation skills.

This Unit will be beneficial for those who wish to pursue a career within the beauty therapy, complementary therapy and spa industries broadening their knowledge and skills.

The key area of knowledge and skills developed will include:

- ◆ Physiological and psychological effects of massage.
- ◆ Body systems — lymphatic, circulatory, muscular, nervous, integumentary.
- ◆ The effects of massage on the systems of the body — lymphatic, circulatory, muscular, nervous, integumentary
- ◆ Benefits of manual massage techniques — effleurage, petrissage, tapotement, vibrations, friction and pressure point.
- ◆ Benefits of pre heat treatments — infra-red and paraffin wax.
- ◆ Benefits of mechanical equipment use — gyratory massager and audio sonic.
- ◆ Conditions which may prohibit treatment (contra indications) and why.
- ◆ Conditions which restrict treatment (special care conditions) and necessary adaptation.
- ◆ Possible contra-actions — erythema, hyperaemia, allergic reaction to products.
- ◆ Organisation and industry standards of personal preparation.
- ◆ Treatment environment preparation.
- ◆ Equipment preparation and positioning.
- ◆ Comprehensive consultation techniques.
- ◆ Treatment planning.
- ◆ Client preparation and positioning.
- ◆ Massage mediums.
- ◆ How to match massage medium to different body types, skin types and conditions.
- ◆ The correct application of pre-heat treatments — infra-red and paraffin wax.

## General information for learners (cont)

### Unit title: Body Massage Treatments (SCQF level 7)

- ◆ Correct massage application techniques — effleurage, petrissage, tapotement, vibration, friction, pressure point.
- ◆ Treatment areas — Full body: arms and hands, chest and shoulders, abdomen, legs and feet; gluteals, back, neck and shoulders.
- ◆ How to adapt the techniques and massage treatments to suit different treatment objectives — relaxing, stimulating, anti-cellulite and treatment areas.
- ◆ The correct application of mechanical equipment — gyratory massager and audio sonic.
- ◆ The use of other parts of the body for manual massage — forearm, elbow.
- ◆ Correct timing, sequence and duration reflective of industry practice.
- ◆ Client comfort and safety.
- ◆ Relevant current health and safety legislation.
- ◆ How to give appropriate aftercare and lifestyle advice.
- ◆ Aftercare advice.
- ◆ Lifestyle advice which may improve the effectiveness of the treatment.
- ◆ Methods used to evaluate the effectiveness of body massage treatment.
- ◆ Method of recording client data.

You will be assessed by answering restricted questions in closed-book conditions and preparing for and carrying out observed full body massage treatments on a minimum of five occasions.

Treatments must incorporate the use of infra-red, paraffin wax, gyratory massager, audio sonic and the use of forearm and elbow application techniques. These may not be applicable for all clients and can be combined as applicable to meet the needs of the client. You must also demonstrate all identified treatment objectives — relaxing, stimulating anti-cellulite.

Oral communication skills will be developed in practical work with clients when interaction must be professional, sensitive and empathic. Communicating appropriate information to clients, explaining and reassuring during treatment sessions and giving aftercare advice and specific relevant lifestyle advice will be an essential aspect of competence. Learners should be fully aware of a range of active listening techniques in order to relate and respond to others in the most appropriate and effective way, adapting language, register and style to suit their purpose and clientele.

In addition to the specific vocational skills developed and assessed you will have the opportunity to develop generic skills which will enhance your employability skills profile, eg customer care skills, communication skills, time management.

This Unit has the Core Skill of Problem Solving embedded in it, so when you achieve this Unit your Core Skills profile will be updated to show that you have achieved Problem Solving at SCQF level 6.