



## Higher National Unit Specification

### General information

**Unit title:** Beauty Therapy: Product Knowledge (SCQF level 8)

**Unit code:** HW0W 35

**Superclass:** HL

**Publication date:** July 2018

**Source:** Scottish Qualifications Authority

**Version:** 03

### Unit purpose

The unit is designed to enable learners to extend their knowledge of a selected professional skin care range, to recognise the benefits and effects of specific key ingredients used to improve the condition of the skin on the face and body.

Learners will investigate a professional skin care range, identify key ingredients — botanical and chemical and their benefits and effects on the skin. Learners will be expected to use their knowledge in planning and devising treatment plans for individual clients, give advice on products for home use, and evaluate the effectiveness of the products used.

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.

### Outcomes

- 1 Investigate a professional skin care range, and identify key ingredients.
- 2 Plan, prepare and perform detailed skin analysis and skincare treatments on clients.
- 3 Evaluate the effectiveness of products used.

### Credit points and level

1 Higher National Unit credit at SCQF level 8: (8 SCQF credit points at SCQF level 8)

## Higher National Unit Specification: General information (cont)

**Unit title:** Beauty Therapy: Product Knowledge (SCQF level 8)

### Recommended entry to the unit

It is recommended that learners should be working towards or have prior knowledge of *Facial Treatments Packages/Techniques* at SCQF level 6.

### Core Skills

Achievement of this Unit gives automatic certification of the following:

Complete Core Skill                      Problem Solving at SCQF level 5

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:** Beauty Therapy: Product Knowledge (SCQF level 8)

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

Investigate a professional skin care range, and identify key ingredients.

#### Knowledge and/or skills

- ◆ Professional skin care range
- ◆ Key ingredients — botanical and chemical for the face
- ◆ Key ingredients — botanical and chemical for the body
- ◆ Benefits of key/specialised ingredients
- ◆ Effects of key/specialised ingredients
- ◆ Dangers of certain ingredients

### Outcome 2

Plan, prepare and perform detailed skin analysis and skincare treatments on clients.

#### Knowledge and/or skills

- ◆ Client consultation
- ◆ Skin analysis
- ◆ Areas of concern for clients
- ◆ Appropriate products which benefit the client's skin type and specific concerns
- ◆ Correct application of products
- ◆ Relevant specific aftercare/homecare advice

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

**Unit title:** Beauty Therapy: Product Knowledge (SCQF level 8)

### Outcome 3

Evaluate the effectiveness of products used.

#### Knowledge and/or skills

- ◆ Benefits of using key/specialised ingredients
- ◆ Effects of key/specialised ingredients
- ◆ Effectiveness of the products is accurate in relation to the client's feedback
- ◆ Self-reflection
- ◆ Client feedback
- ◆ Assessor feedback

#### Evidence requirements for this unit

The assessment of Outcomes 2 and 3 of this unit should be assessed holistically.

Learners will need to provide evidence to demonstrate their knowledge and/or skills across all outcomes by showing that they can:

#### Outcome 1

Produce an assignment based on a professional skin care range for face and body.  
The assignment must:

- ◆ identify the key and specialist ingredients currently in the skin care range for face and body— botanical and chemical used for:
  - ant-blemish
  - anti-ageing
  - brightening
  - resurfacing
  - firming
  - cellulite
  - toxic build up
  - stretch marks
- ◆ explain the main properties and purposes of key and specialised ingredients.
- ◆ describe the general effects that each ingredient will have on the skin.
- ◆ describe the possible dangers of some ingredients on the skin.

The investigation must demonstrate a minimum of six facial and six body products.

A Harvard referenced bibliography must be submitted as evidence of the investigation.

#### Outcome 2

This outcome requires learners to perform one face, one body and one combined face and body treatment on a minimum of three occasions on different clients, each with a different skin condition/skin concern.

- ◆ Carry out a comprehensive consultation
- ◆ Carry out a skin analysis
- ◆ Discuss specific areas of client concern
- ◆ Select appropriate products to improve skin condition/skin concern
- ◆ Apply products effectively using appropriate techniques

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

**Unit title:** Beauty Therapy: Product Knowledge (SCQF level 8)

- ◆ Offer advice on the benefits of using the selected product(s)
- ◆ Give relevant specific aftercare/homecare advice
- ◆ Give information on the product range, availability and retail price

Treatment application should meet the time constraints imposed by industry

An assessor observation checklist should be used to provide evidence for each performance supported by a comprehensive consultation record and treatment plan accurately completed by the learner.

### **Outcome 3**

Evaluate the effectiveness of the product(s) selection and use for each client in relation to the treatment aims; considering self, client and assessor feedback.



## Higher National Unit Support Notes

**Unit title:** Beauty Therapy: Product Knowledge (SCQF level 8)

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 40 hours.

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

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.

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

This unit was designed to give learners the opportunity to extend their knowledge of a selected professional skin care range. Learners will investigate key ingredients, both botanical and chemical. Learners will then be expected to use their knowledge in planning and devising treatment plans for individual clients, explain the benefits and effects of the selected products to clients, give advice on products for home use and evaluate the effectiveness of the products used.

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.

Key areas of knowledge will be:

#### Investigation skills

- ◆ Professional product range key ingredients — Botanical and chemical:
  - anti-blemish
  - anti-ageing
  - brightening
  - resurfacing
  - firming
  
- ◆ Professional product range key ingredients — key ingredients — botanical and chemical for the body:
  - anti-cellulite
  - toxic build up
  - stretch marks
  
- ◆ Benefits of key/specialised ingredients
- ◆ Effects of key/specialised ingredients

## Higher National Unit Support Notes (cont)

**Unit title:** Beauty Therapy: Product Knowledge (SCQF level 8)

- ◆ Dangers of certain ingredients
- ◆ Labelling requirements relating to cosmetic products
- ◆ Communication skills
- ◆ Consultation skills
- ◆ Face and body analysis
- ◆ Treatment planning
- ◆ Treatment restrictions
- ◆ Client confidentiality
- ◆ Time management
- ◆ Organisational and industry standards of personal preparation
- ◆ Treatment environment preparation
- ◆ Client preparation and positioning
- ◆ Relevant Health and Safety legislation
- ◆ How to provide relevant aftercare/homecare
- ◆ Retail product recommendations
- ◆ Methods used to evaluate the effectiveness of the treatment

### 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.

Tutorials should be given to cover theoretical aspects of the unit. Extended investigation should be encouraged to enhance and give breadth and depth to learning.

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

Centres are encouraged to establish links with industry representatives, who may be willing to offer support in the form of visits from therapists to give demonstrations of professional skin care face and body treatments. As well as further exposure to the practical application of the treatments, this also provides the learner with an opportunity to understand their role and use in the workplace.

### Guidance on approaches to assessment of this unit

Evidence can be generated using different types of assessment. The following are suggestions only. There may be other methods that would be more suitable to learners.

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 (cont)

**Unit title:** Beauty Therapy: Product Knowledge (SCQF level 8)

The evidence requirements are fully expressed in the mandatory section of this unit specification.

The assessment of Outcomes 2 and 3 should be assessed holistically.

There may be opportunities to combine the assessment of Outcomes 2 and 3 with other units within the HNC/HND Beauty Therapy award, eg *Beauty therapy: Face and Body Treatment Packages* and/or *Beauty Therapy: Professional Salon Skills*.

### 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

This Unit has the Core Skill of Problem Solving embedded in it. This means that when learners achieve the Unit, their Core Skills profile will also be updated to show they have achieved Problem Solving at SCQF level 5.

The aspects of *Problem Solving* will be naturally developed during treatment planning. 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 experience must ensure client comfort and safety. Taking account of timing sequence and duration will require good planning and organisational skills.

*Communication* skills are not formally assessed, however learners will be expected to present Oral and Written Communication to an acceptable professional standard. 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 where 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, and approach to suit their purpose and clientele.

## History of changes to unit

Version	Description of change	Date
03	Clarification of assessment for centres Clarification of outcome 1 title for centres	13/07/2018
02	Core Skill of Problem Solving at SCQF level 5 embedded.	24/11/2017

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## General information for learners

### Unit title: Beauty Therapy: Product Knowledge (SCQF level 8)

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 will have an extensive knowledge of a selected professional skin care range.

You will have the opportunity to investigate a professional skin care range, identify key ingredients — botanical and chemical and their effects and benefits on the skin. You will use this knowledge when planning and devising treatment plans for individual clients, give advice on products for home use and evaluate the effectiveness of the products used.

Key areas of knowledge will be:

- ◆ Investigation skills
- ◆ Professional product range key ingredients — botanical and chemical:
  - anti-blemish
  - anti-ageing
  - brightening
  - resurfacing
  - firming
- ◆ Professional product range key ingredients — key ingredients — botanical and chemical for the body:
  - anti-cellulite
  - toxic build up
  - stretch marks
- ◆ Benefits of key/specialised ingredients
- ◆ Effects of key/specialised ingredients
- ◆ Dangers of certain ingredients
- ◆ Labelling requirements relating to cosmetic products
- ◆ Communication skills
- ◆ Consultation skills
- ◆ Face and body analysis
- ◆ Treatment planning
- ◆ Treatment restrictions
- ◆ Client confidentiality
- ◆ Time management
- ◆ Organisational and industry standards of personal preparation
- ◆ Treatment environment preparation
- ◆ Client preparation and positioning
- ◆ Relevant Health and Safety legislation
- ◆ How to provide relevant aftercare/homecare
- ◆ Retail product recommendations
- ◆ Methods used to evaluate the effectiveness of the treatment

## General information for learners (cont)

### Unit title: Beauty Therapy: Product Knowledge (SCQF level 8)

You will need to investigate a professional skin care range for face and body and produce comprehensive evidence. Consult with clients, devise treatment plans and perform treatments on three occasions on different clients each with a different skin condition/skin concern then evaluate the effectiveness of the product(s) selection and use for each client in relation to the treatment aims; considering self, client and assessor feedback. Assessment must include one face, one body and one combined face and body treatment.

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 5.

The aspects of *Problem Solving* will be naturally developed during treatment planning. You 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 experience must ensure client comfort and safety. Taking account of timing sequence and duration will require good planning and organisational skills.

*Communication* skills are not formally assessed, however you will be expected to present Oral and Written Communication to an acceptable professional standard. Evaluation of information accessed will be encouraged in order to assure that information is accurate and current.

Oral Communication skills will be developed in practical work with clients where 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. You 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, and approach to suit their purpose and clientele.