



## Higher National Unit Specification

### General information

**Unit title:** Signature Massage (SCQF level 7)

**Unit code:** HX02 34

**Superclass:** HL

**Publication date:** February 2018

**Source:** Scottish Qualifications Authority

**Version:** 03, October 2019

### Unit purpose

This unit has been designed to enable learners to gain knowledge of signature massage treatments — stone, shell, cane/bamboo and herbal compress and develop skills in the correct application of two of these.

Learners will research massage treatments — stone, shell, cane/bamboo and herbal compress then develop skills in the correct application of two of these treatments which are delivered by their centre. They will consult with clients to devise treatment plans which meet client aims, carry out the treatments adapting these to meet client needs, provide relevant aftercare, homecare and lifestyle advice and will evaluate the effectiveness of the treatment performed.

This unit is intended for learners wishing to expand their existing massage skills using these highly specialised techniques.

### Outcomes

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

- 1 Research the history of signature massage treatments.
- 2 Plan and prepare for signature massage treatments.
- 3 Perform signature massage treatments.
- 4 Evaluate signature massage treatments and own performance.

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

**Unit title:** Signature Massage (SCQF level 7)

### Credit points and level

1 Higher National Unit credit at SCQF level 7: 8 (SCQF credit points at SCQF level 7)

### Recommended entry to the unit

Entry to this unit is at the discretion of the centre. It is recommended that learners have achieved or be working towards a Body Massage unit at SCQF level 6/7 and have or be working towards *Human Anatomy and Physiology* SCQF level 7.

### 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.

### 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: Signature Massage (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

Research the history of signature massage treatments.

#### Knowledge and/or skills

- ◆ Stone massage
- ◆ Shell massage
- ◆ Cane/bamboo massage
- ◆ Herbal Compress massage
- ◆ Temperature control of each where applicable
- ◆ Safe and effective use of equipment

### Outcome 2

Plan and prepare for signature massage treatments.

#### Knowledge and/or skills

- ◆ Communication skills
- ◆ Consultation techniques
- ◆ Contra-indications
- ◆ Special care conditions
- ◆ Therapist preparation
- ◆ Client preparation
- ◆ Treatment environment
- ◆ Treatment planning
- ◆ Temperature control

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

**Unit title:** Signature Massage (SCQF level 7)

### Outcome 3

Perform signature massage treatments.

#### Knowledge and/or skills

- ◆ Massage techniques
- ◆ Correct treatment application for **two** different types of signature massage treatments from — stone, shell, cane/bamboo, Herbal compress massage
- ◆ How to adapt application to meet treatment aims and area of the body
- ◆ Client comfort
- ◆ Therapists position
- ◆ Application, sequencing and duration
- ◆ Commercial timing
- ◆ Aftercare and home care advice
- ◆ Contra-actions
- ◆ Lifestyle recommendation

### Outcome 4

Evaluate signature massage treatments and own performance.

#### Knowledge and/or skills

- ◆ Evaluate the treatment carried out
- ◆ Client feedback
- ◆ Assessor feedback
- ◆ Self-reflection on performance

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

**Unit title:** Signature Massage (SCQF level 7)

### Evidence requirements for this unit

The assessment of Outcomes 2, 3 and 4 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 — Research report

Research in open-book conditions signature massage treatments — stone, shell, cane/bamboo and herbal compress, then produce a report which must include:

The history of:

- ◆ Stone
- ◆ Shell massage
- ◆ Cane/bamboo massage
- ◆ Herbal compress massage
- ◆ A description of the origins and qualities of each massage treatment
- ◆ Contra-indications
- ◆ Special care conditions
- ◆ The temperature for each (where applicable)
- ◆ Any health and safety implications
- ◆ The correct cleaning, care and maintenance required for each equipment type

#### Outcomes 2 and 3 — Practical activity

Demonstrate by observed practical performance on a minimum of **three** occasions on different clients that they are able to plan, prepare for and perform full body signature massage treatments.

The practical performance must demonstrate the correct application of **two** different types of signature massage treatments from stone, shell, cane/bamboo, herbal compress.

Learners must:

- ◆ carry out a thorough client consultation gather clear and accurate details in a sensitive, empathic manner using verbal and visual examination.
- ◆ check for contra-indications special care conditions.
- ◆ explain each therapy treatment in terms of procedures, indications and effects of the treatment.
- ◆ explain and agree on the aims and treatment with the client.
- ◆ devise an appropriate treatment plan.
- ◆ prepare the treatment environment — lighting temperature, ventilation and privacy.
- ◆ prepare and position the client ensuring supports are used where required.
- ◆ carry out the massage treatment on the full body.
- ◆ adapt and apply the correct application effectively.

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

**Unit title:** Signature Massage (SCQF level 7)

- ◆ maintain continuity and rhythm in accordance with good practice.
- ◆ carry out the treatment in a commercially viable timescale.
- ◆ maintain client care, comfort and relaxation.
- ◆ advise clients on possible contra-actions to treatments.
- ◆ discuss relevant aftercare and home care advice.
- ◆ discuss lifestyle recommendations.
- ◆ record treatment accurately.

An assessor observation checklist must be used to provide evidence of performance supported by an accurately completed client consultation record/treatment plan completed by the learner.

### Outcome 4 — Evaluation

Learners must complete an evaluation log which evaluates the effectiveness of the treatment applied for each of the three different clients. Learner must:

- ◆ evaluate the effectiveness of the treatments in relation to the aims.
- ◆ record any changes to treatment plan.
- ◆ record client feedback.
- ◆ record assessor feedback.
- ◆ self-evaluate on strengths and weaknesses relating to the treatment performed.



## Higher National Unit Support Notes

**Unit title:** Signature Massage (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 40 hours.

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

This unit has been designed to enable learners to gain knowledge of signature massage treatments — stone, shell, cane/bamboo and herbal compress and develop skills in the correct application of two of these.

Learners will research massage treatments — stone, shell, cane/bamboo and herbal compress then develop skills in the correct application of two of these treatments which are delivered by their centre. They will consult with clients to devise treatment plans which meet client aims, carry out the treatments adapting these to meet client needs, provide relevant aftercare, homecare and lifestyle advice and will evaluate the effectiveness of the treatment performed.

This unit is intended for learners wishing to expand their existing massage skills using these highly specialised techniques.

Key areas of knowledge:

- ◆ Stone massage
- ◆ Shell massage
- ◆ Cane/bamboo massage
- ◆ Herbal compress massage
- ◆ Temperature control of each massage treatment where applicable
- ◆ Safe and effective use of equipment
- ◆ Communication skills
- ◆ Consultation techniques
- ◆ Contra-indications: contagious skin diseases, dysfunction of the nervous system, recent scar tissue, undiagnosed lumps and swellings  
Special care conditions: undergoing medical treatment, uncontrolled diabetes, epilepsy, high blood pressure, low blood pressure, history of thrombosis or embolism, medication, pregnancy, piercings, cuts and abrasions, during cancer treatment, varicose veins, metal pins/plates
- ◆ Therapist preparation
- ◆ Client preparation

## Higher National Unit Support Notes (cont)

**Unit title:** Signature Massage (SCQF level 7)

- ◆ Treatment environment preparation
- ◆ Treatment planning
- ◆ Temperature control
- ◆ Massage techniques
- ◆ Correct treatment application for **two** different types of signature massage treatments from — stone, shell, cane/bamboo, herbal compress massage
- ◆ How to adapt application to meet treatment aims and area of the body
- ◆ Client comfort
- ◆ Therapists position
- ◆ Application, sequencing and duration
- ◆ Commercial timing
- ◆ Aftercare and home care advice
- ◆ Advice to give client on possible contra-actions to include: muscle spasm, venous congestion, if skin appears blue/white when heat is applied, extreme tiredness and disorientation.
- ◆ Lifestyle recommendation
- ◆ How to evaluate the treatment carried out
- ◆ How to accept and use feedback from others
- ◆ Client feedback
- ◆ Assessor feedback
- ◆ Self-reflection on performance



## Higher National Unit Support Notes (cont)

**Unit title:** Signature Massage (SCQF level 7)

### 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 of signature massage.

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 all theoretical aspects of the unit.

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

The learner should be shown how to correctly apply the different types of equipment for the two signature massage treatments delivered by the centre from stone, shell, cane/bamboo, and herbal compress.

Emphasis should be placed on communicating effectively during consultation to gain all the required information, developing treatment plans, 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 signature massage techniques which will enhance the learner experience.

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.

## Higher National Unit Support Notes (cont)

**Unit title:** Signature Massage (SCQF level 7)

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
- ◆ Reflection and evaluation

### 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.

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

The assessment of Outcomes 2, 3 and 4 of this unit should be assessed holistically.

The opportunity exists within this Unit (HX02 34) to cross reference contra-indications and special care conditions applicable to Outcome 1 where these have been successfully achieved in the closed book written assessment from either of the following Units -

- HF7J 34 Body Massage Treatments (all)
- HF7T 34 Aromatherapy Massage (with the exception of special care conditions varicose veins, metal pins/plates).

Contra-indications and special care conditions cannot however be cross referenced from the open book assessment in this Unit (HX02 34) to a closed book assessment.

#### Outcome 1

Research in open-book conditions signature massage treatments — stone, shell, cane/bamboo and herbal compress and the completion of a research report.

#### Outcomes 2 and 3

Observed practical performance on a minimum of **three** occasions on different clients that they are able to plan, prepare for and perform signature massage treatments.

The practical performance must demonstrate the correct application of **two** different types of signature massage treatments from stone, shell, cane/bamboo, herbal compress.

#### Outcome 3

An evaluation log which evaluates the effectiveness of the treatment applied for each of the three different clients.

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

## Higher National Unit Support Notes (cont)

**Unit title:** Signature Massage (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

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.

All elements of the Core Skill of *Problem Solving*, that is, Planning and Organising, Critical Thinking, and Reviewing and Evaluating, will be developed to a sophisticated level as clients are assessed and practical treatment activities are devised, performed and evaluated. Learners undertake a detailed analysis of factors relating to health in different types of client. Identifying and assessing the relevance of all factors will include in depth consultation and consideration of appropriate forms and techniques of treatment for specific client needs including contra-indications will involve a high level of critical thinking.

The unit offers many opportunities to explore ways of enhancing skills in co-operative working with a range of people. Planning effective treatment involves the identification of aims which must be geared to be appropriate to the specific personal requirements of a range of clients. Learners will demonstrate an empathic understanding of the physical, emotional and cultural needs of others in order to progress communication and effective working within the constraints of safety considerations. Maximising opportunities for negotiation while explaining and adapting behaviour to ensure client care and comfort throughout the treatment will be integral to achievement.

Formative work on practical treatments could involve exploration of Core Skill requirements through discussion and/or role play of typical scenarios to demonstrate effective interpersonal working, including the impact of open and closed questioning, active listening and range of verbal and non-verbal communication techniques. Learners should have opportunities to develop a sophisticated level of interpersonal skills in questioning, giving information and responding to others in the most appropriate way and to practise the assertive and supportive behaviour which will be critical to successful performance and best practice. Feedback from clients will be an essential aspect of in-depth evaluation of treatment effectiveness.

## History of changes to unit

Version	Description of change	Date
03	Contra-indications and Special care conditions amended. Statement re cross referencing this part of the Outcome 1 assessment added	October 2019
02	Core Skill Problem Solving at SCQF level 6 embedded.	February 2018

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## General information for learners

### Unit title: Signature Massage (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.

This unit has been designed to enable you to gain knowledge of signature massage treatments — stone, shell, cane/bamboo and herbal compress and develop skills in the correct application of two of these.

You will research massage treatments – stone, shell, cane/bamboo and herbal compress then develop skills in the correct application of two of these treatments which are delivered by your centre. You will consult with clients to devise treatment plans which meet client aims, carry out the treatments adapting these to meet client needs, provide relevant aftercare, homecare and lifestyle advice and will evaluate the effectiveness of the treatment performed.

You will be assessed on your knowledge by carrying out research in open-book conditions on signature massage treatments — stone, shell, cane/bamboo and herbal compress, then producing a report.

You will be assessed on your practical skills by observed practical performance on a minimum of **three** occasions on different clients that you are able to plan, prepare for, perform and evaluate signature massage treatments.

The practical performance must demonstrate the correct application of **two** different types of signature massage treatments from stone, shell, cane/bamboo, herbal compress; as delivered by your centre.

Key areas of knowledge:

- ◆ Stone massage
- ◆ Shell massage
- ◆ Cane/bamboo massage
- ◆ Herbal compress massage
- ◆ Temperature control of each massage treatment where applicable
- ◆ Safe and effective use of equipment
- ◆ Communication skills
- ◆ Consultation techniques
- ◆ Contra-indications should include: pregnancy, areas affected by surgery, loss of skin sensation, disease as a result of nerve damage or neuropathy, heart disease, circulatory conditions, varicose veins, diabetes, autoimmune dysfunctions, extreme fatigue, underweight/obesity, medication affecting temperature/condition of skin, thrombosis; infectious diseases; undiagnosed pains/lumps; increased temperature; high blood pressure; low blood pressure.
- ◆ Special care conditions should include: cancer; depression/mental disorders, elderly clients; epilepsy; diabetes; clients currently undergoing medical treatment; electronic implants; metal implants; after a heavy meal.
- ◆ Therapist preparation
- ◆ Client preparation

## General information for learners (cont)

**Unit title:** Signature Massage (SCQF level 7)

- ◆ Treatment environment preparation
- ◆ Treatment planning
- ◆ Temperature control
- ◆ Massage techniques
- ◆ Correct treatment application for **two** different types of signature massage treatments from — stone, shell, cane/bamboo, Herbal compress massage
- ◆ How to adapt application to meet treatment aims and area of the body
- ◆ Client comfort
- ◆ Therapists position
- ◆ Application, sequencing and duration
- ◆ Commercial timing
- ◆ Aftercare and home care advice
- ◆ Advice to give client on possible contra-actions to include: muscle spasm, venous congestion, if skin appears blue/white when heat is applied, extreme tiredness and disorientation.
- ◆ Lifestyle recommendation
- ◆ How to evaluate the treatment carried out
- ◆ How to accept and use feedback from others
- ◆ Client feedback
- ◆ Assessor feedback
- ◆ Self-reflection on performance

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

All elements of the Core Skill of *Problem Solving*, that is, Planning and Organising, Critical Thinking, and Reviewing and Evaluating, will be developed to a sophisticated level as clients are assessed and practical treatment activities are devised, performed and evaluated. You will undertake a detailed analysis of factors relating to health in different types of client. Identifying and assessing the relevance of all factors will include in depth consultation and consideration of appropriate forms and techniques of treatment for specific client needs including contra-indications will involve a high level of critical thinking.

The unit offers many opportunities to explore ways of enhancing skills in co-operative working with a range of people. Planning effective treatment involves the identification of aims which must be geared to be appropriate to the specific personal requirements of a range of clients. You will demonstrate an empathic understanding of the physical, emotional and cultural needs of others in order to progress communication and effective working within the constraints of safety considerations. Maximising opportunities for negotiation while explaining and adapting behaviour to ensure client care and comfort throughout the treatment will be integral to achievement.

## **General information for learners (cont)**

### **Unit title:** Signature Massage (SCQF level 7)

Formative work on practical treatments could involve exploration of Core Skill requirements through discussion and/or role play of typical scenarios to demonstrate effective interpersonal working, including the impact of open and closed questioning, active listening and range of verbal and non-verbal communication techniques. You should have opportunities to develop a sophisticated level of interpersonal skills in questioning, giving information and responding to others in the most appropriate way and to practise the assertive and supportive behaviour which will be critical to successful performance and best practice. Feedback from clients will be an essential aspect of in-depth evaluation of treatment effectiveness.