

Title	Demonstrate knowledge of, select, and recommend cosmetics and toiletries		
Level	3	Credits	8

Purpose	People credited with this unit standard are able to: select and recommend products for facial skin care, products for day and special occasion make-up, and nail care products for hands and feet; and demonstrate knowledge of retail hair products, fragrance, and men’s and women’s toiletries.
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Classification	Beauty Services > Beauty Therapy
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Available grade	Achieved
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Explanatory notes

- 1 **Definition**
Workplace requirements, for the purposes of this unit standard, refer to any policies, procedures, and requirements of the company and/or workplace involved, and any ethical codes of relevant professional management, which collectively provide a standard that applies to all competent performances in this unit standard. It is assumed that such requirements exist in all companies and/or workplaces.

- 2 All performances in this unit standard must comply with the requirements of: Consumer Guarantees Act 1993, Fair Trading Act 1986, Health and Safety in Employment Act 1992, Privacy Act 1993, and their subsequent amendments.

- 3 Performance of the outcomes in this unit standard must be within the limits of the professional expertise of the candidate. Referral of clients to other industry professionals and/or to health professionals must occur when situations arise which are outside this range of professional expertise.

- 4 **Range**
 In all dealings with clients, personal presentation, including personal hygiene, must at all times be of a standard that complies with workplace requirements.
 For outcomes 1 to 3, evidence is required for a minimum of three customers, covering situations arising in a commercial environment. Assessment via a role-play or similar simulated activity is not suitable for this unit standard.

Outcomes and evidence requirements

Outcome 1

Select and recommend products for facial skin care.

Range includes but is not limited to – cleansers, exfoliants, masks, toners, moisturisers, serums, specialised products, sunblocks.

Evidence requirements

- 1.1 Products for facial skincare are selected and recommended to meet customer requirements and their use is demonstrated according to manufacturers' and workplace requirements.
- 1.2 Recommendations for purchase of companion products for facial skincare are made according to customer and workplace requirements.

Outcome 2

Select and recommend products for day and special occasion make-up.

Range includes but is not limited to – concealer, contourer, foundation, powder, blusher, eye cosmetics, lip cosmetics.

Evidence requirements

- 2.1 Retail products for day and special occasion make-up are selected and recommended to meet customer requirements and their use is demonstrated according to manufacturers' and workplace requirements.
- 2.2 Recommendations for purchase of companion products for day and special occasion make-up are made according to customer and workplace requirements.

Outcome 3

Select and recommend nail care products for hands and feet.

Evidence requirements

- 3.1 Retail products for nail care and hand and foot care are selected and recommended to meet customer requirements and their use is demonstrated according to manufacturers' and workplace requirements.

Range may include but is not limited to – cuticle cream, polish drier, cuticle oil, hand cream, foot cream, hand mask, foot mask, base coat, top coat, nail polish, dry skin exfoliator.

- 3.2 Nail art, and artificial nail products are selected and recommended according to customer and manufacturers' requirements.

- 3.3 Recommendations for purchase of companion products for nail care and hand and foot care are made according to customer and workplace requirements.

Outcome 4

Demonstrate knowledge of retail hair products.

Evidence requirements

- 4.1 A retail range of hair products is described in terms of meeting customer requirements, and within consistent trichological principles.

Range products may include but are not limited to – permanent and semi-permanent colours, styling products, shampoos, conditioners and finishing products, hair removal products, facial/body hair bleach.

- 4.2 Retail and companion selling of a range of retail hair care products is explained in terms of meeting customer requirements.

Outcome 5

Demonstrate knowledge of fragrance.

Evidence requirements

- 5.1 Fragrance composition is explained in terms of top, middle and base notes.

- 5.2 The use of fragrance is explained in terms of the intended effect on emotions of different types.

Range fragrance types include but are not limited to – floral, oriental, citrus, chypre, green, fougere.

- 5.3 Correct storage conditions for fragrance are described in accordance with manufacturers' requirements.

- 5.4 Fragrance layering is explained in terms of meeting customer requirements, in accordance with workplace and manufacturers' requirements.

- 5.5 Retail and companion selling of a fragrance is explained in terms of meeting customer requirements.

Outcome 6

Demonstrate knowledge of men's and women's toiletries.

Range includes but is not limited to – deodorant, antiperspirant sprays, body wash, body products, self-tanning products, soap.

Evidence requirements

- 6.1 Toiletry products are explained in terms of meeting customer requirements.
- 6.2 The use and care of toiletry products is described in accordance with manufacturers' instructions.
- 6.3 Retail and companion selling of a range of toiletry products is explained in terms of meeting customer requirements.

Planned review date	31 December 2020
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	24 March 1998	1 December 2013
Review	2	27 June 2003	1 December 2013
Rollover and Revision	3	16 October 2009	1 December 2013
Review	4	15 March 2012	31 December 2018
Review	5	21 May 2015	N/A
Revision	6	10 December 2015	N/A

Consent and Moderation Requirements (CMR) reference	0035
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Please note

Providers must be granted consent to assess against standards (accredited) by NZQA, before they can report credits from assessment against unit standards or deliver courses of study leading to that assessment.

Industry Training Organisations must be granted consent to assess against standards by NZQA before they can register credits from assessment against unit standards.

Providers and Industry Training Organisations, which have been granted consent and which are assessing against unit standards must engage with the moderation system that applies to those standards.

Requirements for consent to assess and an outline of the moderation system that applies to this standard are outlined in the Consent and Moderation Requirements (CMR). The CMR also includes useful information about special requirements for organisations wishing to develop education and training programmes, such as minimum qualifications for tutors and assessors, and special resource requirements.

Comments on this unit standard

Please contact the NZ Hair and Beauty Industry Training Organisation Inc enquiries@hito.org.nz if you wish to suggest changes to the content of this unit standard.