

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.
----------------	--

Classification	Beauty Services > Beauty Therapy
-----------------------	----------------------------------

Available grade	Achieved
------------------------	----------

Guidance Information

- 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 performance criteria

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.

Performance criteria

- 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.

Performance criteria

- 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.

Performance criteria

- 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.

Performance criteria

- 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.

Performance criteria

- 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.

Performance criteria

- 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.

This unit standard is expiring. Assessment against the standard must take place by the last date for assessment set out below.

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	31 December 2026
Revision	6	10 December 2015	31 December 2026
Review	7	27 February 2025	31 December 2026

Consent and Moderation Requirements (CMR) reference

0035

This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.