

<b>Title</b>	<b>Select and recommend hair products</b>		
<b>Level</b>	<b>3</b>	<b>Credits</b>	<b>4</b>

<b>Purpose</b>	<p>This unit standard is for people in the hairdressing or barbering industry who wish to gain knowledge of hair retail products in order to select and recommend suitable hair products for clients.</p> <p>People credited with this unit standard are able to select and recommend shampoo products, hair conditioning products, and style products.</p>
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<b>Classification</b>	Beauty Services > Salon Skills
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<b>Available grade</b>	Achieved
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**Explanatory notes**

**Definitions**

*Hair type* includes but is not limited to – normal, fine, dry and/or damaged, oily, colour-treated hair, permed hair type. In this unit standard, hair type is determined through a conversation with the client at the reception area (or similar) of the salon.

*Key ingredients* refer to the distinguishing ingredients of the hair products that are relevant to the client in terms of their hair type and needs.

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**Outcomes and evidence requirements**

**Outcome 1**

Select and recommend shampoo products.

Range shampoo types – normal hair, dry and/or damaged hair, oily hair, fine hair, colour-treated hair, permed hair, scalp conditions, product build-up.

**Evidence requirements**

- 1.1 Recommended take-home shampoo products match hair type and scalp requirements, and meet the maintenance requirements of the client's hair and scalp.
- 1.2 Key ingredients are described to the client in terms of matching the client's needs.
- 1.3 The application of shampoo products in accordance with the manufacturer's instructions is described to the client.

**Outcome 2**

Select and recommend hair conditioning products.

Range internal, external.

**Evidence requirements**

- 2.1 Recommended take-home conditioning products match hair type and scalp requirements, and meet the maintenance needs of the client's hair and scalp.
- 2.2 Key ingredients are described to the client in terms of matching the client's needs.
- 2.3 The application of conditioning products in accordance with manufacturer's instructions is described to the client.

**Outcome 3**

Select and recommend style products.

Range wet products, dry products, finishing products;  
evidence is required for three different style products.

**Evidence requirements**

- 3.1 Recommended take-home styling products match hair type and scalp requirements, and meet the client's styling needs.
- 3.2 Key ingredients are described to the client in terms of hold and lasting qualities.
- 3.3 The application of styling products in accordance with the manufacturer's instructions is described to the client.

<b>Replacement information</b>	This unit standard replaced unit standard 2758.
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<b>Planned review date</b>	31 December 2019
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**Status information and last date for assessment for superseded versions**

Process	Version	Date	Last Date for Assessment
Registration	1	17 July 2009	31 December 2016
Review	2	19 March 2015	N/A

<b>Consent and Moderation Requirements (CMR) reference</b>	0020
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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 (CMRs). 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.

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**Comments on this unit standard**

Please contact NZ Hairdressing Industry Training Organisation Inc at [enquiries@hito.org.nz](mailto:enquiries@hito.org.nz) if you wish to suggest changes to the content of this unit standard.