

<b>Title</b>	<b>Demonstrate knowledge of costs and financial KPIs for a salon</b>		
<b>Level</b>	<b>4</b>	<b>Credits</b>	<b>5</b>

<b>Purpose</b>	<p>This unit standard is for people working and intending to work in a salon.</p> <p>People credited with this unit standard are able to demonstrate knowledge of: setting a price for salon services; and KPIs and their implications for a salon.</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

- 1 Definitions
 

*KPIs* refer to Key Performance Indicators.

*Salon* refers to a hairdressing salon, barbershop, or beauty salon where the salon is registered under the Health (Registration of Premises) Regulations 1966 and has paying clients.

*Salon requirements* refer to industry and legislative requirements relevant to the type of salon, for example those contained in:

Sections 6 and 7 of the Health (Hairdressers) Regulations 1980;  
*Health and Safety in Hairdressing: An Evaluation of Health and Safety Management Practices in the Hairdressing Industry* (Wellington: Department of Labour, 2007) available at <http://www.dol.govt.nz/PDFs/hairdressing.pdf>;  
 Material Safety Data Sheets (MSDSs);  
 Privacy Act 1993, Consumer Guarantees Act 1993; Fair Trading Act 1986, Health and Safety in Employment Act 1992, Hazardous Substances and New Organisms Act 1996, Human Rights Act 1993, and Smoke-free Environments Act 1990;  
 enterprise fire and emergency policies and procedures; and Health (Registration of Premises) Regulations 1966, and Fire Safety and Evacuation of Buildings Regulations 2006.
  
- 2 Salon requirements must be adhered to for all aspects of this unit standard.

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### Outcomes and evidence requirements

#### Outcome 1

Demonstrate knowledge of setting a price for salon services.

Range a minimum of five salon services is required;

cost components may include but are not limited to – proportion of overhead costs, proportion of supplied services, proportion of equipment costs, proportion of staff costs, cost of goods.

### Evidence requirements

1.1 Salon services are explained in terms of their cost components.

1.2 Prices are set for salon services.

Range includes but is not limited to – cost components, mark-up/margins.

### Outcome 2

Demonstrate knowledge of KPIs and their implications for a salon.

### Evidence requirements

2.1 KPIs are explained in terms of how they set salon targets.

2.2 KPIs are described in terms of their implications for a salon's profitability.

Range includes but is not limited to KPIs relating to – salon services (upselling), retail (add-ons), re-bookings (retention).

<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	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.