

Title	Demonstrate knowledge of costs and financial KPIs for a salon		
Level	4	Credits	5

Purpose	<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:</p> <ul style="list-style-type: none"> • setting a price for salon services, and • KPIs and their implications for a salon.
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Classification	Beauty Services > Salon Skills
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Available grade	Achieved
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Guidance Information

1 Definitions

KPIs refer to Key Performance Indicators.

Salon refers to a 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;
- Safety Data Sheets (SDS);
- Privacy Act 2020, Consumer Guarantees Act 1993, Fair Trading Act 1986, Health and Safety at Work Act 2015, 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.

Outcomes and performance criteria

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.

Performance criteria

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.

Performance criteria

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).

Planned review date	31 December 2025
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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
Rollover and Revision	2	29 June 2023	N/A

Consent and Moderation Requirements (CMR) reference	0099
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Comments on this unit standard

Please contact Toi Mai Workforce Development Council qualifications@toimai.nz if you wish to suggest changes to the content of this unit standard.