

Title	Demonstrate knowledge of, select, and recommend retail products for beauty therapy services		
Level	3	Credits	2

Purpose	People credited with this unit standard are able to: demonstrate knowledge of products for face, body, makeup and nail care; select and recommend retail products for facial and body skin care; select and recommend retail products for day and special occasion make-up; and select and recommend retail nail care products for hands and feet.
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Classification	Beauty Services > Beauty Therapy
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Available grade	Achieved
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Entry information	
Recommended skills and knowledge	Unit 29603, <i>Demonstrate knowledge of skin, hair and nail conditions relevant for beauty therapy services</i> , or demonstrate equivalent knowledge and skills.

Explanatory notes

1 Definitions

Key ingredients refer to the distinguishing ingredients of products that are relevant to the client in terms of their needs. They are also referred to as 'actives'.

Salon requirements, for the purposes of this unit standard, refer to any policies, procedures, and requirements of the company and/or workplace involved (including manufacturers' instructions), 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 enterprise 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 at Work Act 2015, Privacy Act 1993, Health Act 1956, and their subsequent amendments; The New Zealand Association of Registered Beauty Therapists, *Code of Ethics for Members of The New Zealand Association of Registered Beauty Therapists Inc.* (9th ed, April 2009) (Auckland, NZ), and The New Zealand Association of Registered Beauty Therapists, *Health and Hygiene Guidelines* (1st ed, August 2016) (Auckland, NZ), both available from <http://www.beautynz.org.nz>.

3 Range

- all work must comply with legislative and salon requirements, and must ensure maximum client care and comfort at all times
- all beauty services must have the client's prior, informed, and signed consent, based on the beauty practitioner's analysis of the client's need and their explanation of the service to the client, during the consultation
- where medically-related contraindications are established during the consultation, written medical approval must be obtained by the client prior to service.

4 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.

5 Assessment information

For each of outcomes 2-4, evidence is required for three clients, covering situations arising in a commercial environment. Assessment via a role-play or similar simulated activity is not suitable for this unit standard. The interactions with least one client for each of outcomes 2-4 must be directly observed by an assessor.

Outcomes and evidence requirements

Outcome 1

Demonstrate knowledge of products for face, body, makeup and nail care in terms of key ingredients and their benefits to the client and/or service.

Evidence requirements

1.1 Products used in face and body beauty services are described.

Range includes but is not limited to – cleansing products, exfoliants, masks, massage mediums, sun protection, specialised products moisturisers, night cream, serums.

1.2 Products used in makeup services are described.

Range includes but is not limited to – foundations, face powder, concealers, eyeshadow, lipstick, mascara, cosmetic pencils, contouring products.

1.3 Products used in nail services are described.

Range includes but is not limited to – cuticle cream, polish drier, cuticle oil, hand cream, base coat, top coat, nail polish, dry skin removal product.

Outcome 2

Select and recommend retail products for facial and body skin care.

Range may include but is not limited to – cleansers, exfoliants, masks, toners, moisturisers, serums, specialised creams, sunblocks.

Evidence requirements

- 2.1 Products for facial and body skincare are selected and recommended to meet customer requirements and their use is demonstrated.
- 2.2 Recommendations for purchase of companion products for facial and body skincare are made in accordance with customer requirements.

Outcome 3

Select and recommend retail 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

- 3.1 Retail products for day and special occasion make-up are selected and recommended to meet customer requirements and their use is demonstrated.
- 3.2 Recommendations for purchase of companion products for day and special occasion make-up are made in accordance with customer requirements.

Outcome 4

Select and recommend retail nail care products for hands and feet.

Evidence requirements

- 4.1 Retail products for nail care and hand and foot care are selected and recommended to meet customer requirements and their use is demonstrated.

Range may include but is not limited to – cuticle cream, cuticle oil, hand cream, base coat, top coat, nail polish, polish drier, dry skin removal product.
- 4.2 Nail art, and artificial nail products are selected and recommended in accordance with customer requirements.
- 4.3 Recommendations for purchase of companion products for nail care and hand and foot care are made in accordance with customer requirements.

Planned review date	31 December 2021
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Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	15 September 2016	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.