

Learner journal
Level 3 Advanced Technical Diploma

Nail Technology



Nail Technology

Name: _____

City & Guilds enrolment number: _____

Date registered with City & Guilds: _____

Date enrolled with centre: _____

Centre name: _____

Centre number: _____

Centre address: _____

Centre contact: _____

IQA name: _____

About City & Guilds

City & Guilds is the UK's leading provider of vocational qualifications, offering over 500 awards across a wide range of industries, and progressing from entry level to the highest levels of professional achievement. With over 8,500 centres in 100 countries, City & Guilds is recognised by employers worldwide for providing qualifications that offer proof of the skills they need to get the job done.

Development Editor: Charlotte Bradshaw
Production Editor: Laurida Harrington-Poireau
Copy Editor: Cara Frost-Sharratt
Cover and book design by Select Typesetters Ltd
Special thanks to Emma Mackay

Front cover image sourced from KOBRIN PHOTO/Shutterstock.com
Back cover image sourced from Couperfield/Shutterstock.com

Equal opportunities

City & Guilds fully supports the principle of equal opportunities and we are committed to satisfying this principle in all our activities and published material. A copy of our equal opportunities policy statement is available on the City & Guilds website.

Copyright

The content of this document is, unless otherwise indicated, © The City and Guilds of London Institute 2016 and may not be copied, reproduced or distributed without prior written consent.

First edition 2016

ISBN 978 0 85193 368 9

Please note: National Occupational Standards are © Hair and Beauty Industry Authority. Please check the conditions upon which they may be copied with Habia.

Publications

For information about, or to order, City & Guilds support materials, contact 01924 930800 or centresupport@cityandguilds.com.

Every effort has been made to ensure that the information contained in this publication is true and correct at the time of going to press. However, City & Guilds' products and services are subject to continuous development and improvement and the right is reserved to change products and services from time to time. City & Guilds cannot accept liability for loss or damage arising from the use of information in this publication.

City & Guilds
1 Giltspur Street
London
EC1A 9DD
T 01924 930800
www.cityandguilds.com

CONTENTS

Introduction	v
Foreword	ix
Qualification structure	x
Tracking your progress	xi
Summary of optional unit achievement	xiv
Values and behaviours	xv
Principles of Nail Technology	xvii
Career planner	xxii
Employer involvement tracker	xxiii
Work experience record	xxiv
Trade testing	xxvi
Trade testing (synoptic assignment)	xxvii
Marking grid	xxviii
Treatment/service planning notes	xxx
Mock assessment feedback form	xxxii
Revision tips	xxxiv
Revision planner	xxxv

MANDATORY UNITS

301 Promote and sell products and services to clients	1
317 Business practice	15
330 Anatomy and physiology for hands and feet	31
331 Enhance and maintain nails using light cured gel, including hard gels	41
332 Liquid and powder nail enhancements	55
333 Create and apply nail art	71
334 The creation and presentation of a mood board, look book and an industry portfolio	87
335 Chemistry of nail products	101

OPTIONAL UNITS

336 Gel polish nail services	111
337 Create airbrush designs for nails	125
338 Nail wrap enhancement systems	139
339 Competition work for the nail industry	155
340 Enhancing nails using electric files	169

MORE INFORMATION

Health and safety and other legislation	184
Environmental and sustainable working practices	185
Glossary of terms	186

INTRODUCTION



Micolas/Shutterstock.com

Welcome to your City & Guilds Learner Journal. It is designed to help you work towards your nail technology qualification, by:

- showing you what you need to cover
- helping you to record your achievements and evidence.

In this journal, you will find forms that can support you and your tutors in your learner journey. You'll also find helpful pictures, hints, tips and more from leading people in nail technology – all designed to make the qualification simple to understand and more fun to do!

We're sure that you will have lots of questions about your qualification, and this introduction should answer some of them. Of course, your tutor/assessor should also be on hand to explain things and be your guide, but here are the answers to the main questions you may have at this early stage.

WHAT QUALIFICATION AM I DOING?

This City and Guilds' Level 3 Advanced Technical Diploma in Nail Technology aims to provide you with a range of specialist practical skills and technical knowledge, which will equip you to seek employment or further training within the nail technology industry.

A Level 2 Diploma or Technical Certificate in Nail Technology or equivalent industry experience is a recommended entry requirement.

WHAT DO I NEED TO ACHIEVE?

Your qualification is divided into units. Each unit covers a different area of your work as a nail technician. The qualification structure is made up of mandatory and optional units. Mandatory units are units that you must complete. There are also optional units, where you can select the units that best match your interests and the needs of your salon.

To achieve the qualification you need to successfully achieve one externally set, synoptic assignment and one externally set, externally marked test, sat under examination conditions.

WHAT WILL THE TRADE TEST (SYNOPTIC ASSIGNMENT) INVOLVE?

Synoptic assignment requires learners to draw together their learning from across the qualification to achieve specific outcomes or solve problems. The focus is on bringing together, selecting and applying learning from across the qualification, rather than demonstrating achievement against units or subsets of the qualification content.

Your skills will be assessed through the synoptic assignment component. In this **externally set, internally marked and externally moderated** assessment you will be given an appropriately levelled, substantial, occupationally relevant outcome to achieve or problem to solve. You will be marked against assessment objectives (AOs) such as your breadth and



accuracy of knowledge, understanding of concepts, and the quality of your technical skills, as well as your ability to use what you have learned in an integrated way to achieve a considered and high quality outcome. These are detailed on page xxvii.

A typical assignment brief could be to carry out a range of treatments on a client in a salon environment, over a period of 4–5 hours. This will require you to use your skills and knowledge of a range of treatments from across the qualification, including liquid and powder nail enhancements and nail art. You will be required to draw from your knowledge and understanding across the range of the qualification content to effectively carry out the treatments, including client care, promotion and selling, evaluation of service and aftercare advice.

WHAT WILL THE EXTERNALLY MARKED EXAM INVOLVE?

The external assessment will draw from across the mandatory content of the qualification, using a range of short answer questions to confirm breadth of knowledge and understanding. Extended response questions are included, giving you the opportunity to demonstrate higher level understanding and integration through discussion, analysis and evaluation, and ensuring the assessment can differentiate between 'just able' and higher achieving learners.

COMMAND WORDS

In examinations, certain words, often called command words, are commonly used as prompts to give an indication of the type of response that is expected by the question. These words commonly include 'state', 'describe', 'explain' and 'discuss'.

- The command word 'describe' requires you to give a representation of something in words; a 'picture in words'.
- An 'explain' question requires you to give reasons, or suggest causes.
- A 'discuss' or 'evaluate' question will usually be graded using level of response marking. You will be required to compose a detailed response which considers the topic of the question. You will need to compare and contrast and consider any pros and cons; provide a discussion or argument which is justified and supported.

While these words give an indication of what is expected, it is important to understand that these words do not stand on their own. In preparation for the exam, you should not focus on learning simply the meanings of these words in isolation of the rest of the question, but on interpreting the full question or task. The command words give an indication of what is wanted and in the context of the instruction or question the full meaning should be clear.



For example, the questions below all use the word 'describe', but all require different sorts of answers.

Question Answer required

- Describe a _____. (Describe how they look).
- Describe the process for _____. (Describe a sequence of events).
- Describe the effect of _____ on _____. (Describe the changes following some sort of impact).

In examinations, the numbers of marks available can also give an indication of the depth of response expected. Half marks are never used:

- AO1 type questions typically require a separate point per mark,
- AO2 type questions may require a point or limited explanation for 1 mark with a further mark available for more depth or explanation,
- AO4 questions would expect a higher quality of response for higher marks, and these are usually marked using level of response marking.

HOW ARE THE OPTIONAL UNITS ASSESSED?

The optional units will be assessed through unit assignments. The unit assignments are externally set, internally marked and externally moderated.

The assignments require candidates to identify and use effectively skills, knowledge and understanding from across the unit content area. Candidates will be judged against the unit grading criteria.

The assessments for the optional units will require that you have experienced the full breadth of mandatory learning of the qualification in order to better demonstrate the rounded performance expected at higher grades.

HOW WILL I BE GRADED?

Once all your assessments are complete, your evidence and the proposed marks from your tutor will be submitted to City & Guilds for moderation. City & Guilds will set the grade boundaries for each assessment and publish the results. Grade boundaries will be set using technical experts.

Grades from the synoptic and external assessment make up the overall qualification grade. The synoptic assignment will contribute 60% to the overall qualification grade. The external exam will contribute 40%. A distinction is available at qualification level for those who have achieved high-end distinction.

While optional units must be achieved to get a qualification grade, the individual optional unit grades will not count towards your grade, although they will be displayed on your certificate.





WHERE DO I GO IF I NEED MORE INFORMATION ABOUT MY ASSESSMENTS AND QUALIFICATION?

The most important sources of information you are likely to need are listed below:

- Your tutor/assessor is the most important source of information about your qualification.
- Your centre's student handbook or prospectus will provide more details.

On the rare occasion that you disagree with an assessor's decision, you should use your centre's appeals procedure. Ask an assessor or your Internal Quality Assurer (IQA) to help you if you are unsure of how to do this.

Your centre will refer any unresolved problems to City & Guilds. Make a note of your centre's website address here:

The City & Guilds website (www.cityandguilds.com) or City & Guilds Customer Relations (01924 930800).

The Habia website (www.habia.org.uk).





What an incredibly exciting time for you, starting your new qualification. This learner Journal has been produced to support and guide you through your chosen qualification and aid you in excelling towards employment within the sector area that you have selected.

I have been working in the beauty and spa therapy industry for over 20 years and have absolutely loved every second. My initial training equipped me with the skills, knowledge and confidence to enable me to have a successful and varied career. This industry has presented such exciting opportunities for me such as working in salons and health spas, presenting on television and moving into Further Education (FE) to both teach within and manage a beauty therapy department. I worked as a consultant for City & Guilds producing and developing qualification content and assessment material both for the UK and internationally. I now work as the Hair and Beauty Portfolio Manager within City & Guilds and look after all of the beauty, spa, nails, media make-up, theatrical and special effects make-up, complementary therapies, hairdressing and barbering qualifications both nationally and internationally.

City & Guilds have produced this fantastic learner journal to help support you to be successful with your chosen qualification. A career within the beauty, spa, nail, media make-up or theatrical and special effects industries are incredibly exciting to work in. This learner journal has a number of inspirational sections and will provide you with hints and tips around trade testing, synoptic assignments, examination preparation, qualification content, employer support and much, much more. The quotes, unit detail and support tools all work really well together to give you a comprehensive support resource.

I truly hope that you enjoy the learning that forms this qualification. Preparation for your end of qualification synoptic assignment and examination are key! Likewise, the inclusion of selected optional units, where applicable, will help to equip you with an exciting range of skills of knowledge that I am sure will help to shape your successful and long lasting career within the sector.

I want to take this opportunity to wish you the very best of luck throughout your chosen career.

Emma Mackay
Hair and Beauty Portfolio Manager
City & Guilds



QUALIFICATION STRUCTURE



For the **Level 3 Advanced Technical Diploma in Nail Technology (450)** the teaching programme must cover the content detailed in the structure below:

MANDATORY UNITS

Unit number	Unit title	GLH
301	Promote and sell products and services to clients	30
317	Business practice	60
330	Anatomy and physiology for hands and feet	60
331	Enhance and maintain nails using light cured gel, including hard gels	60
332	Liquid and powder nail enhancements	60
333	Create and apply nail art	60
334	The creation and presentation of a mood board, look book and an industry portfolio	60
335	Chemistry of nail products	30

OPTIONAL UNITS

A minimum of 30 GLH are required from optional units

Unit number	Unit title	GLH
336	Gel polish nail services	30
337	Create airbrush designs for nails	30
338	Nail wrap enhancement systems	30
339	Competition work for the nail industry	30
340	Enhancing nails using electric files	30

TRACKING YOUR PROGRESS



On the following three pages, you can tick when you have covered all the topics and the scope/range for each unit.

MANDATORY UNITS

301 Promote and sell products and services to clients

- Topics achieved
- All scope/range covered
- All 'Knowledge and understanding' explored

Sign: _____ Date: _____

317 Business practice

- Topics achieved
- All scope/range covered
- All 'Knowledge and understanding' explored

Sign: _____ Date: _____

330 Anatomy and physiology for hands and feet

- Topics achieved
- All scope/range covered
- All 'Knowledge and understanding' explored

Sign: _____ Date: _____





331 Enhance and maintain nails using light cured gel, including hard gels

Topics achieved
All scope/range covered
All 'Knowledge and understanding' explored

Sign: _____ Date: _____

332 Liquid and powder nail enhancements

Topics achieved
All scope/range covered
All 'Knowledge and understanding' explored

Sign: _____ Date: _____

333 Create and apply nail art

Topics achieved
All scope/range covered
All 'Knowledge and understanding' explored

Sign: _____ Date: _____

334 The creation and presentation of a mood board, look book and an industry portfolio

Topics achieved
All scope/range covered
All 'Knowledge and understanding' explored

Sign: _____ Date: _____

335 Chemistry of nail products

Topics achieved
All scope/range covered
All 'Knowledge and understanding' explored

Sign: _____ Date: _____



OPTIONAL UNITS

Highlight the optional units that you've chosen to do.

336 Gel polish nail services

- Topics achieved
 All scope/range covered
 All 'Knowledge and understanding' explored

Sign: _____

Date: _____

337 Create airbrush designs for nails

- Topics achieved
 All scope/range covered
 All 'Knowledge and understanding' explored

Sign: _____

Date: _____

338 Nail wrap enhancement systems

- Topics achieved
 All scope/range covered
 All 'Knowledge and understanding' explored

Sign: _____

Date: _____

339 Competition work for the nail industry

- Topics achieved
 All scope/range covered
 All 'Knowledge and understanding' explored

Sign: _____

Date: _____

340 Enhancing nails using electric files

- Topics achieved
 All scope/range covered
 All 'Knowledge and understanding' explored

Sign: _____

Date: _____



SUMMARY OF OPTIONAL UNIT ACHIEVEMENT



Your assessor will use this section to confirm that you have covered all the scope/range for the optional units and let you know what grade you are aiming towards.

Candidate name: _____

Candidate enrolment number: _____

Centre name: _____

Centre number: _____

Optional units	Unit grade	Date achieved	Assessor signature	Candidate signature	IQA signature (if sampled)
336 Gel polish nail services					
337 Create airbrush designs for nails					
338 Nail wrap enhancement systems					
339 Competition work for the nail industry					
340 Enhancing nails using electric files					

Note: City & Guilds unit numbers are three-digit numbers in front of the unit titles (eg, 205, 206, 209, 210...). These numbers are to be used for results entry purposes, confirming achievement of units for which certification is requested. NOS unit numbers are shown in brackets.

IQA signature: _____

Date: _____

VALUES AND BEHAVIOURS



Nail technicians need to be able to carry out consultations with clients, demonstrate the professionalism, values, behaviours, communication skills and safe working practices associated with their role and be able to work without supervision to a high level of precision, with exceptional client care skills.

VALUES

The following key values underpin the delivery of services in the nail technology sector:

- 1 A willingness to learn.
- 2 The completion of treatments in a commercially viable time.
- 3 Meeting both organisational and industry standards of appearance.
- 4 Ensuring personal hygiene and protection meets accepted industry and organisational requirements.
- 5 A flexible working attitude.
- 6 A team worker.
- 7 Maintaining customer care.
- 8 A positive attitude.
- 9 Personal and professional ethics.
- 10 The ability to self-manage.
- 11 Creativity skills.
- 12 Excellent verbal and non-verbal communication skills.
- 13 The maintenance of effective, hygienic and safe working methods.
- 14 Adherence to workplace, suppliers or manufacturers' instructions for the safe use of equipment, materials and products.





BEHAVIOURS

The following behaviours underpin the delivery of treatments in the nail technology sector. These behaviours ensure that clients receive a positive impression of both the salon/spa and the individual.

- 1 Meeting the salon/spa's standards of behaviour.
- 2 Greeting the client respectfully and in a friendly manner.
- 3 Communicating with the client in a way that makes them feel valued and respected.
- 4 Identifying and confirming the client's expectations.
- 5 Treating the client courteously and helpfully at all times.
- 6 Keeping the client informed and reassured.
- 7 Adapting the behaviour to respond effectively to different client behaviour.
- 8 Responding promptly to a client seeking assistance.
- 9 Selecting the most appropriate way of communicating with the client.
- 10 Checking with the client that you have fully understood their expectations.
- 11 Responding promptly and positively to the client's questions and comments.
- 12 Allowing the client time to consider the response and give further explanation when appropriate.
- 13 Quickly locating information that will help the client.
- 14 Giving the client the information they need about the treatments or products offered by the salon.
- 15 Recognising information that the client might find complicated and checking whether they fully understand.
- 16 Explaining clearly to the client any reasons why their needs or expectations cannot be met.





Throughout each unit you should maintain effective health, safety and hygiene procedures and will be required to communicate and behave in a professional manner. You should show consideration to others and confidence in yourself; organising your time; resources and responding positively to changing situations.

You must understand health and safety working practices. You must also have knowledge and understanding of industry specific, national and local authority licensing regulations relevant to the treatment, yourself, the premises and equipment. You need to understand the following professional working practices:

- ensure environmental conditions are suitable for the client and the treatment
- preparation of yourself and your clients to meet legal requirements and organisational code of practice
- positioning of all equipment and products for ease and safety of use
- repetitive strain injury, how it is caused and how to avoid developing it
- removal of client accessories in the area being treated
- positioning of the client to meet needs of the treatment while maintaining client modesty and privacy
- ensure your own posture and working methods minimise fatigue and risk of injury
- maintaining accepted industry hygiene and safety practices throughout the treatment
- use working methods that minimise the risk of cross-infection
- follow workplace, manufacturer or supplier instructions for the safe use of equipment, materials and products
- ensure the use of clean equipment and materials
- different methods of cleaning, disinfection, sterilisation, disposal of contaminated and non-contaminated waste
- leaving the treatment area and equipment in a suitable condition
- local by-laws specific to the treatment being conducted
- the hazards and risks which exist in the work area and the safe working practices that must be followed
- the importance of carrying out a risk assessment.

[Continues on next page](#)



You will need to know the relevant legislations and consider your influence to the provision of nail services, however there is no requirement for a detailed understanding of the following:

- Health and Safety at Work Act
- The Reporting of Injuries, Diseases and Dangerous Occurrences Regulations (RIDDOR)
- The Health and Safety (First Aid) Regulations
- The Regulatory Reform (Fire Safety) Order
- The Manual Handling Operations Regulations
- The Control of Substances Hazardous to Health Regulations (COSHH)
- The Electricity at Work Regulations
- The Environmental Protection Act
- The Management of Health and Safety at Work Regulations
- The Health and Safety (Information for Employees) Regulations

You need to understand the different types of working methods that promote environmental and sustainable working practices:

- Environmental: temperature, ventilation, lighting, privacy, volume and type of music/sounds, pleasant aroma.
- Sustainable: minimising pollution, reducing and managing waste, reducing energy usage.

You need to understand the legislation linked to the environmental conditions within the workplace, as well as the implications for a more comfortable and safer treatment.

You need to understand that you must communicate and behave in a professional manner throughout the duration of the treatment, especially when it comes to communicating about potentially sensitive matters:

- Communicate: speaking, listening, body language, reading, recording, following instructions, using a range of professional terminology.
- Behave: working cooperatively with others, following salon requirements, maintain clients privacy during treatment.

You need to understand how verbal and non-verbal consultation techniques can be used to put the client at ease:

- Verbal: questioning techniques, language used and tone of voice.
- Non-verbal: listening techniques, body language, eye contact, facial expressions.

You need to take into account the diverse needs of your clients to include:

- culture, religion, age, disability and gender.

Continues on next page





You need to understand the correct consultation techniques to collect the necessary information to facilitate a successful treatment and state why this is important:

- recognising effective methods of communication when consulting with clients with disabilities, hearing and sight impairments, blindness, without speech, autism
- the importance of communication with clients in a professional manner
- how to complete a consultation taking into account the client's diverse needs
- the legal requirements for providing treatments to minors under 16 years of age and vulnerable adults
- the importance of agreeing the treatment and outcomes to meet the client's needs
- the legal requirements for storing and protecting client data
- the use of manual, visual and written information.

You will need to understand that from the consultation you need to understand the client's needs and establish the service objectives to include:

- lengthen the nails
- strengthen the nails
- to make the hands and nails aesthetically pleasing
- to suit an occasion.
- You will need to understand the repercussion of treating and not recognising contraindications, knowing when and how to refer to a GP and the advice to improve nail or skin conditions.**

You will need to understand that during the consultation the nail practitioner will need to prepare a service plan to include the following:

- skin conditions eg eczema, psoriasis
- nail condition eg ridge, oily, dry
- service adaptation eg natural nail shape and length
- appropriate gel application eg sculpt, tip, overlay, hard/soft gel.

[Continues on next page](#)



You must be able to take responsibility for preparing yourself, the client and work area for treatment in accordance with health and safety legislation and industry guidelines:

- present yourself appropriately: professional presentation as per industry code of practice (hair secured away from face and maintained clean short nails, minimal jewellery eg wedding band, small stud earrings)
- greet the client in a professional manner using appropriate consultation techniques to determine the treatment plan
- comply with Health and Safety working practices
- documenting information on client's record card
- select products and equipment to suit the treatment objectives
- obtaining signed informed consent to treatment.

○ **You will need to understand how to prepare the working area suitably to carry out the production of the image, including equipment required, props, environment. Working area could include also photoshoot, catwalk show or competition.**

○ **You need to understand the importance of providing aftercare advice and recommendations.** ○ **You need to be aware that the advice can be long- or short-term, and that it is relevant to the client needs.** ○ **You also need to promote additional advice and link selling of additional products and services (frequency to return eg maintenance, removal, repair).**

You must be able to identify the importance of recording your actions, findings and any advice given on a client treatment record for future use and reference. You need to be able to evaluate the treatment and document your findings.

Methods of evaluating treatment:

- visual
- verbal
- written feedback
- repeat business.

[Continues on next page](#)

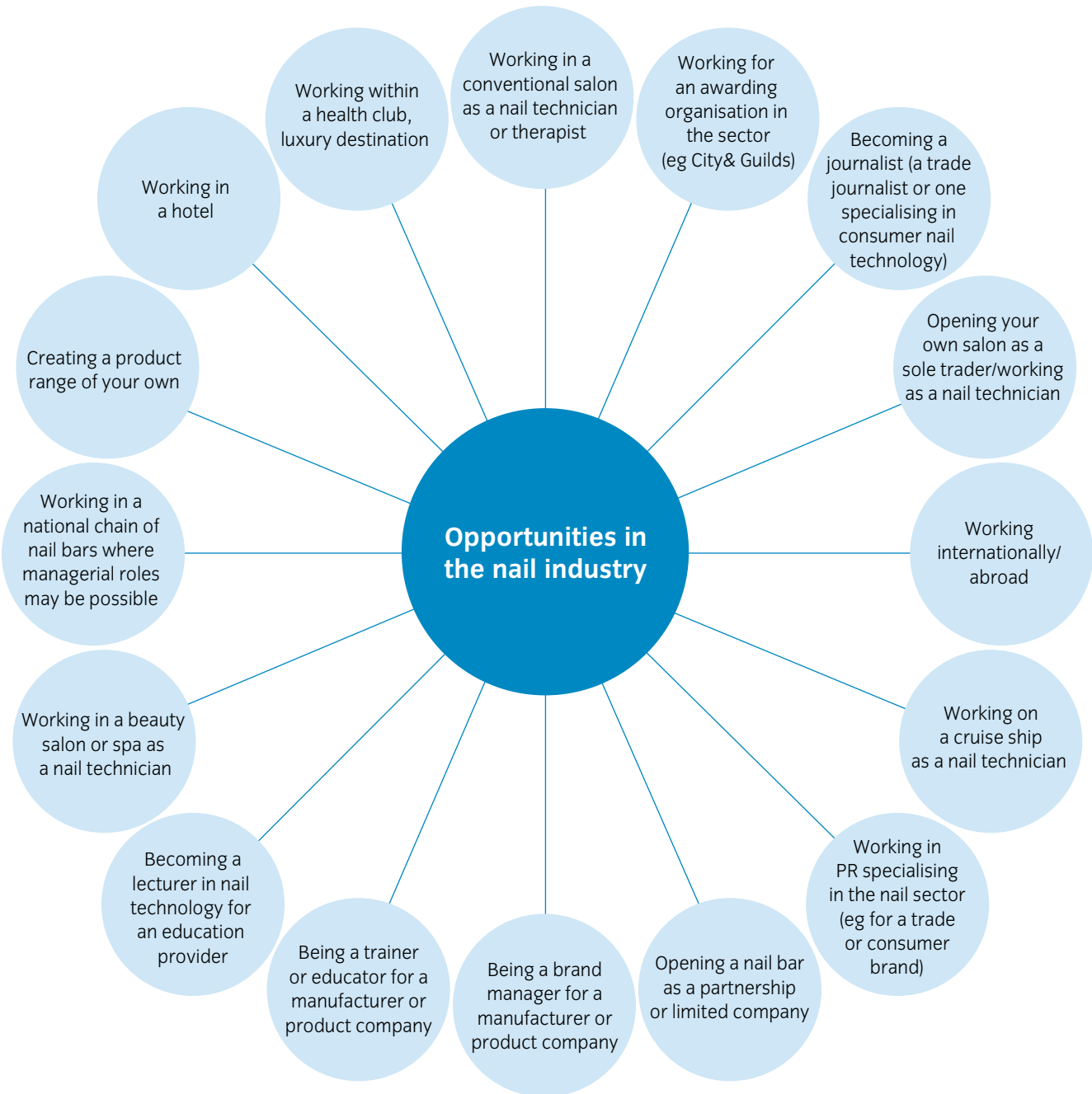


You will need to understand safe working practices when using and applying a product, including:

- safety considerations for the client and nail technician (eg allergies – concept of hypoallergenic, toxicity, misuse, overexposure, routes of entry – inhalation, absorption, ingestion)
- shelf life (eg timeframes, stock rotation, storage)
- safe use of UV/LED lamps
- handling
- Personal Protective Equipment (PPE)
- storage
- hygiene
- use and disposal
- product labelling (Material Safety Data Sheet (MSDS) legibility)
- production date
- weight
- country of origin
- use-by date
- batch number
- list of ingredients
- precautions for use
- name or registered business address produced.



NAIL TECHNICIAN CAREER PLANNER



EMPLOYER INVOLVEMENT TRACKER



Micolas/Shutterstock.com

Employer involvement is essential to maximise the value of your experience. You must achieve the mandatory employer involvement requirement for this qualification before you can be awarded a qualification grade.

Activity	No. of hours	Date	Tutor signature



TRADE TESTING

WHAT IS TRADE TESTING?

“” A trade test is used by employers as part of the interview process when recruiting new technicians to join their team. You will be asked to carry out one or two treatments to demonstrate how competent you are in providing a professional service for their clients and the level of your nail skills.

Susan Cressy

susanacressy
spa & beauty therapy in practice

CHAMPNEYS
COLLEGE

“” A trade test is where you need to show off your skills – be confident in your abilities.

Rachel Halling, Champneys

GUINOT
INSTITUT • PARIS

“” A trade test is where your practical ability is assessed to gauge your skill-set following a successful verbal interview.

Alicia Haynes, Guinot

essie
USA's most trusted expert since 1981
PROFESSIONAL APPLICATION

“” A set of practical tests to be completed during an interview. Make sure you are confident and competent in different techniques. Not only your practical skills will be tested, but also your client care, before and after treatment skills and set up.

Kruti Gandhi, Essie

HOW DO I PREPARE FOR A TRADE TEST?

“” This is your opportunity to impress, to stand out from the crowd, so remember the 4 P's:

1. Prepare thoroughly, research company, treatment range and timings
2. Professional attitude and approach to performance
3. Polite, pleasing manner
4. Polished treatment performance.

Angela Wheat, Gemini Beauty

Gemini
beauty

“” Ensure you practise and practise your dark paint finishes to 'wow' a prospective employer.

Brenda Griffin, Beauty Concepts

bci
beauty concepts international

“” Make sure your interviewer is aware of your underpinning knowledge of the treatment you are performing: use the correct names of muscles. Clients like knowledgeable technicians and employers want people who understand what they are doing. Don't worry about shaking hands – everyone gets nervous. Just make sure you use them to your advantage. You can get closer to the cuticle.

Angela Wheat, Gemini Beauty

Gemini
beauty

“” Attitude, confidence, image, knowledge and great practical skills are all of the criteria I look for when trade testing. It's not always the best nail technician who gets the job but the one who has all-round people skills.

Jacqui Jefford, International judge and author

“” Watch branded techniques on nail services and incorporate some of the techniques into your trade test. Practise on your colleagues and ask for feedback on touch, pressure and overall client care.

Kruti Gandhi, Essie

essie
USA's most trusted expert since 1981
PROFESSIONAL APPLICATION

TRADE TESTING (SYNOPTIC ASSIGNMENT)



GETTING READY FOR YOUR TRADE TEST (SYNOPTIC ASSIGNMENT)

Towards the end of your qualification you will be assessed on carrying out a variety of nail services on at least one client within a commercially set time scale.

This will be assessed to make sure you have the necessary skills, knowledge, values and behaviours to confirm that you are now ready to be employed in the nail industry.

This end 'trade test' will require you to use consultation techniques to identify client treatment objectives and build a professional rapport.

You will draw on the knowledge, understanding and practical skills that you have developed during the qualification to deliver a range of personalised nail services, making any reasonable adaptations as necessary.

You will be marked on the quality and accuracy of your practical performance, service planning and self evaluation. It is therefore important that you carry your work out to the highest standard you can.

You should show how well you know and understand the subject and how you are able to use your knowledge and skills together to complete the tasks.

MOCK 'TRADE TEST'

You will be provided with the sample assignment/mock trade test by your tutor. The assignment will be in the form of a brief that will detail exactly what you will be expected to carry out.

The assignment will cover a range of services from across the units in the mandatory content of this qualification.

HINTS AND TIPS

You must always work safely, in particular while you are carrying out practical tasks.

HINTS AND TIPS

You must always follow any relevant health and safety regulations and codes of practice.

MARKING GRID



The assessments for this qualification are set against a series of assessment objectives (AOs). They are designed to allow judgement of the candidate to be made across a number of different categories of performance. Each assessment for the qualification has been allocated a set number of marks against these AOs, based on weightings recommended by stakeholders of the qualification.

Assessment objective	Level 3 Advanced Technical Diploma in Nail Technology (450) Examples of types of knowledge expected	Weighting
A01 Recall of knowledge relating to the qualification Learning Outcomes.	Appropriate techniques, products, tools and equipment; health and safety legislation.	10%
A02 Understanding of concepts, theories and processes relating to the Learning Outcomes.	Research; design brief interpretation; logical sequence of application; selection of appropriate tools and products; appropriate techniques; colour theory; balance of nail structure; timescale; use of terminology; chemical processes; continuity of nail art design; costings, purpose of a business plan; mood board, look book.	20%
A03 Application of practical/technical skills.	Nail enhancements; application techniques; nail art techniques; overall final application; attention to detail; monomer; polymer and hard/soft gel; dexterity; organisation; compliance with health and safety; hygiene.	35%



Assessment objective	Level 3 Advanced Technical Diploma in Nail Technology (450) Examples of types of knowledge expected	Weighting
A04 Bringing it all together – coherence of the whole subject.	Amalgamation of research, planning, application, evaluation and reflection; evidence of finished look to meet the design brief; problem-solving; independent learning; time management.	25%
A05 Attending to detail/perfecting.	Thinking about and attending to specific requirements of the client; precision placement of monomer and polymer; soft and hard gel application and nail art techniques, adaption; effective development of nail art design; professional etiquette; identified areas for development.	10%





A large rectangular area with a light blue border, containing numerous horizontal lines for writing, serving as a template for treatment planning notes.

MOCK ASSESSMENT FEEDBACK FORM



Task/AO	Feedback
1	<p>Tutor feedback:</p> <hr/> <p>Learner self-reflection/evaluation:</p>
2	<p>Tutor feedback:</p> <hr/> <p>Learner self-reflection/evaluation:</p>
3	<p>Tutor feedback:</p> <hr/> <p>Learner self-reflection/evaluation:</p>



Task/AO	Feedback
4	<p>Tutor feedback:</p> <hr/> <p>Learner self-reflection/evaluation:</p>
5	<p>Tutor feedback:</p> <hr/> <p>Learner self-reflection/evaluation:</p>

REVISION TIPS



These revision tips will help you prepare for your external assessment.

- Regularly check your knowledge and understanding to ensure that you still remember key content covered at the start of the qualification.
- Take opportunities to recap, revise and recall, both in the classroom and using blended and online resources and activities. Find out which learning strategies work best for you.
- Use a range of different revision strategies that best meet your learning needs. For example, creating cue or flash cards can help you to remember key knowledge content. You could make use of mobile learning apps to prepare your own revision flash cards to help develop a secure understanding of key terminology, concepts and frameworks.
- Familiarise yourself with how to deal with different command verbs, such as the differences between responses which describe, explain, compare or evaluate.
- Ensure you have developed your note-taking skills. This will prepare you to capture and summarise the most important aspects of the content. These notes will be invaluable when you are preparing for your examination and help identify any gaps in your knowledge and understanding.
- Don't just memorise facts and figures, but try to make links and deeper connections. Visualisation and concept mapping can help you to apply your knowledge and understanding in different contexts and situations.
- You will need to manage your time effectively as independent candidates. Creating revision timetables or planners is a useful exercise to help you prioritise your learning activities, focusing on areas where there might be gaps in your understanding.
- It's important to stay fit and healthy in order to be well-prepared physically and mentally to demonstrate your knowledge and understanding. Remember to get enough sleep, drink plenty of water, eat well and get enough downtime in the build-up to the exam. Simple relaxation techniques can help if you are feeling stressed.

REVISION PLANNER

Micolas/Shutterstock.com



Week commencing:

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
9.00 am							
10.00 am							
11.00 am							
12.00 am							
1.00 pm							
2.00 pm							
3.00 pm							
4.00 pm							
5.00 pm							
6.00 pm							
7.00 pm							
8.00 pm							
9.00 pm							
10.00 pm							





UNIT 301

PROMOTE AND SELL PRODUCTS AND SERVICES TO CLIENTS

Selling is a vital skill to learn – without sales and promotion skills, it is unlikely your clients will feel encouraged to make use of the services you offer. Likewise, a business is reliant on the profits they are able to make through sales and, if products and treatments are not promoted, the opportunity to maximise income reduces.

This unit will help you to recognise the necessity of encouraging your clients to buy goods or services and how you can maximise the opportunities to promote sales and create enticing retail displays.

You will be required to identify retail opportunities within the workplace and evaluate your own methods of achieving sales. You will also be able to recognise how to use your communication skills and skills of persuasion to encourage the sale of a product or service and to analyse how your attitude and appearance may influence the client's decision to make further purchases/appointments in the future. This should encourage you to then identify how these skills can be used to make yourself desirable to any future employer.



WHAT IS THIS UNIT ABOUT?

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS

MANDATORY

This unit has two outcomes.

Outcome 1
Understand the principles of promoting and selling products, services and treatments

Outcome 2
Plan and create sales opportunities

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- Why is the promotion of products and services crucial to a business?
- What sort of techniques can be implemented to encourage sales?
- What would make me want to buy a product?

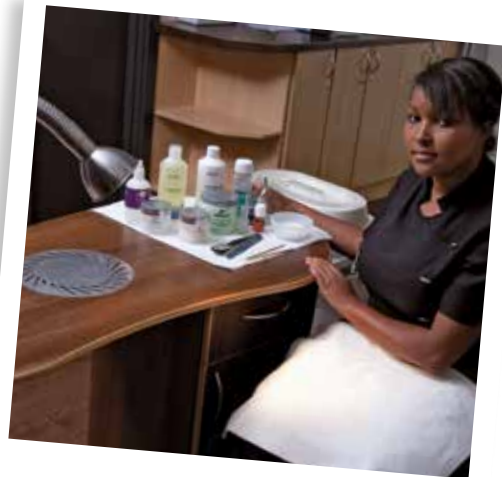
Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing for showcasing your practical abilities
- prepare yourself for working within the nail technology industry.



When carrying out the service, talk about the products and their benefits. It will help with retailing.

Kruti Gandhi, Essie



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS



TOPICS

Outcome 1

Understand the principles of promoting and selling products, services and treatments

- 1.1 The benefits of promoting products and services
- 1.2 Communication skills and behaviours that support the promotion and selling of products
- 1.3 Promotion and sales techniques
- 1.4 The sales cycle
- 1.5 Retail and trades legislation

Outcome 2

Plan and create sales opportunities

- 2.1 Sales opportunities
- 2.2 Sales techniques
- 2.3 Analysis and evaluation of sales techniques
- 2.4 Reflection on sales outcome

HINTS AND TIPS

A uniform will always give the right and professional impression, ensure that long hair is tied back and minimal jewellery is worn.



HINTS AND TIPS

Let the client smell and feel the product and focus on emotional words – how does that feel? What do you think about the smell? Encourage the client to buy into the product.



UNIT PLANNER

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the trade test or skills check.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

The benefits of promoting products and services

understand the benefits of promoting products and services including:

- the benefits to the salon, (for example increased turnover, returning client base),
- the benefits to the individual employee, (for example commission, meeting salon targets, becoming more desirable to future employers),
- the terms 'features' and 'benefits' as applied to products and services,
- how marketing can improve product sales and take-up of services (for example optimising product displays, adverts, promotions),
- the importance of good products and service knowledge

Promotion and sales techniques

understand the various methods of promotion and advertising techniques, including: leaflets/flyers, posters, newspaper/magazine adverts/editorials, in store promotions, product trials, vouchers, press releases, social media

The sales cycle

understand the stages of the sales cycle, to include: identifying client's needs, identifying which products/services/treatments will meet the needs, describing the features and benefits of the products/services/treatments, demonstrating the products/services/treatments, interpreting buying signals, highlighting sale incentives, overcoming obstacles, closing the sale

be able to identify buying signals when the client is not ready to buy, to include: avoiding eye contact, quick movements, handling the product with little interest, making excuses why they don't want to buy yet, studying lots of different products

be able to identify buying signals when the client is ready to buy, to include: spending time focusing on one product, asking specific questions about a product or service, discussing a price, holding money/purse/wallet, displaying possessive body language

be able to identify the factors that may indicate when a sale is inappropriate, to include: client's age or vulnerability (minors, elderly, vulnerable adults), client's ability to make sound decisions (psychological state), client's perception

The external assessment will come from the mandatory content of this qualification to confirm your breadth of knowledge and understanding.

[Continues on next page](#)



WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS

You need to:

Retail and trades legislation

understand the legislation that applies when promoting products and services, including: Data Protection Act, Sale of Goods Act, Distance Selling Act (replaced in June 2014 by Consumer Contracts Regulations), Trade Descriptions Act, Consumer Protection, Consumer Safety Act

Analysis and evaluation of sales techniques

understand why analysing your own performance will develop your sales techniques, to include: strengths and weaknesses, meeting and reviewing targets

understand why evaluating your own performance will develop your sales techniques, to include the following methods of evaluation: visual, verbal, written feedback, repeat business

You will also need to understand the principles of nail technology listed on page xvii.



HINTS AND TIPS

Ask the right questions to gain the information you need from the client. Try to use open questions beginning with 'what?', 'why?', 'when?' and 'how'. The client will then give more information in their answers which helps you to recommend products and treatments more accurately and easily.

WHAT DO YOU NEED TO COVER?

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS



Holbox/Shutterstock.com

SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved before your trade test. You need to:

Promote and sell with consideration of:

creating a positive first impression

effective personal presentation

listening and questioning techniques

consultation techniques

effective face-to-face communication

behaving professionally, including identifying factors that indicate making a sale is inappropriate, for example, client age, vulnerability, perception, psychological state

managing client expectations, for example, providing realistic and honest information

Identify appropriate opportunities to initiate a sale using knowledge of clients, to include:

client needs: (will the client benefit from purchasing products and services? Does the client wish to make a purchase as part of the overall experience of the treatment?)

client body language: Is the client displaying signals that indicate the wish to make a purchase? Does the client appear confident in their decision to purchase the product or service?

Use selling techniques, including knowledge of communication, behaviour and practical techniques to identify how to select a product, service or treatment to meet the client's needs, to include:

introduce and demonstrate

products, services and treatments

discuss the benefits and features

use effective selling techniques to close a sale

Reflect on how effective your sales technique is through detailed analysis and evaluation of own performance, to include:

confirmation of increased sales

feedback from colleagues

feedback from clients

appraisal from line manager

The synoptic assignment for this qualification will require you to use your skills and knowledge of a range of treatments from across the mandatory units in this qualification.



USEFUL WORDS

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS

Hobbox/Shutterstock.com

Some terms that you will come across in this unit are explained below.

Jessica Cosmetics



Advertising

Forms of communication with the purpose of persuading the client to buy.

Body language

Non-verbal communication, for example, gestures, facial expressions, eye contact and postures. This is useful to use when selling, to inspire trust in the client. Also be aware of the client's body language, to gauge what they are thinking.

Phil Jones



Buying signal

A comment from a client, which indicates that they are thinking about buying your product or service. The most common buying signal is the question:

'How much is it?' Others are questions or comments such as: 'What sizes does it come in?' Surprisingly, 'It's too expensive' or 'I already have a similar product at home' are also buying signals!

Hertford Regional College

Closing the sale

Gaining agreement from the client to buy.



Don't leave selling to the end of a treatment – immerse your client in the products and what they can do for them throughout. Educate them and they will be ready to make a purchase.

Rachel Halling, Champneys

CHAMPNEYS
COLLEGE

Closed question

A question that generally prompts an answer of either 'yes' or 'no'.

FABs

This stands for Features, Advantages and Benefits and relates to the links between a product's description, its advantages over others, and the benefit the customer will get from using it.



Objection/overcoming objections

An objection can be seen as the client putting up resistance to buying the product. A good salesperson will be able to

recognise if the objection is valid and so close the discussion or, if the client just needs reassurance, they will convince the client that they are doing the right thing by buying the product.

Open question

A question that gains information, usually beginning with 'who', 'what', 'why', 'where', 'when' or 'how'.

Presentation/sales presentation

The process of explaining the product or service to the client, ideally including the product's features, advantages and benefits.



USP

This stands for Unique Selling Point. A USP is what makes the product better than others.

Canterbury College

Phil Jones

SCOPE RECORD

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS



Holbox/Shutterstock.com

Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Promotion and selling Record the communication skills and behaviours that were used to support promotion and selling.

Creating a positive first impression	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Effective personal presentation	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Listening and questioning techniques	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Consultation techniques	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Effective face-to-face communication	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Behaving professionally	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Managing client expectations	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Client knowledge Record the client knowledge factors that were taken into account for each sale or promotion.

Assessing client's needs	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Assessing client's body behaviour – buying signals etc.	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page



Image courtesy of Essie



All the employers that recruit from us request therapists that are good at recommending other treatments or services.

Rochelle Saneria, London College of Beauty Therapy

LCBT

World Class Providers of Beauty, Make-up, Hair & Fitness Training to the Industry



SCOPE RECORD (CONTINUED)

UNIT 301 PROMOTE AND SELL

PRODUCTS AND SERVICES TO CLIENTS

Holbox/Shutterstock.com

Selling products

Introduce and demonstrate products, services and treatments

Record the sales techniques that were used for each sale or promotion.

<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:
<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:
<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:

Discuss the benefits and features

Closing a sale

Analysis and evaluation

Record the analysis and evaluation methods that were used after each sale or promotion.

Confirmation of increased sales

Feedback from colleagues

Feedback from clients

Appraisal from line manager

<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:
<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:
<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:
<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:	<input type="radio"/>	Date: Sign:

HINTS AND TIPS

Your facial expressions, like your body language, give away a lot of information so remember to be welcoming with positive facial expressions. Maintaining eye contact shows that you are interested.



Image courtesy of Phil Jones

SUPPLEMENTARY COMMENTS

UNIT 301 PROMOTE AND SELL PRODUCTS AND SERVICES TO CLIENTS



Use this space to record any workplace, employer or client comments.

Comments	Date

HAS ALL TOPIC CONTENT BEEN COVERED?

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 4.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Candidate signature: _____

Date: _____

Assessor signature: _____

Date: _____

IQA signature (if sampled): _____

Date: _____





UNIT 317

BUSINESS PRACTICE

Following the completion of the course, you will be contemplating your next steps into the world of work. You might want to further your education or you may be excited about going to work for an employer. However, eventually you might want to bring your own skills and ideas to the industry through a business of your own. The purpose of this unit is to provide you with the knowledge and skills to successfully set up, maintain and market a business in the beauty industry. To achieve this unit you will

have to develop research skills that can be applied to the conception and maintenance of a business, which will include communicating effectively with clients and members of the public. The knowledge you will acquire will enable you to develop a business plan, recognise any limitations, set up, maintain and market a business. The unit covers a range of business components, to include types of businesses, types of premises, stock and stock control, marketing, profit and loss and the importance of SWOT analysis.

WHAT IS THIS UNIT ABOUT?

UNIT 317 BUSINESS PRACTICE

MANDATORY

This unit has three outcomes.

Outcome 1

Understand the key business criteria within a business

Outcome 2

Understand the financial implications within a business

Outcome 3

Prepare a business plan

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- What am I going to do with my new skills when I finish this course?
- Would I be able to set up my own business?
- What type of business would suit my plans?
- How could I find out if my business ideas would work?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing for showcasing your practical abilities
- prepare yourself for working within the nail technology industry.

HINTS AND TIPS

Do or create something you know you will enjoy – you are more likely to succeed at it!



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 317 BUSINESS PRACTICE



TOPICS

Outcome 1

Understand the key business criteria within a business

- 1.1 Legal requirements within a business
- 1.2 Types of employment and businesses
- 1.3 Attracting the consumer

Outcome 2

Understand the financial implications within a business

- 2.1 Viable business venture
- 2.2 Analysis of competition

Outcome 3

Prepare a business plan

- 3.1 Develop the company ethos
- 3.2 Create a business plan

HINTS AND TIPS

Take clients to the reception area to pay for their service, and show them the products used. This will help with your sales figures!



HINTS AND TIPS

Good business practice starts with a lot of research. Put a folder together of all the information you can collect so you can refer back to it.





UNIT PLANNER

UNIT 317 BUSINESS PRACTICE

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the trade test or skills check.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 317 BUSINESS PRACTICE

antoniodiaz/Shutterstock.com



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Legal requirements

understand the legal requirements that apply to business to ensure safe working practices and protection for the business, staff and clients. Legal requirements to include: The Health and Safety at Work Act, Management of Health and Safety at Work Regulations, Health and Safety (First Aid) Regulations, Personal Protective Equipment at Work Regulations, Provision and Use of Work Equipment Regulations, Control of Substances Hazardous to Health (COSHH), Reporting of Injuries, Diseases, and Dangerous Occurrences Regulations (RIDDOR), Environmental Protection Act, Work Place Regulations (Health, Safety and Welfare), Electricity at Work Regulations, Fire Precautions Act, Fire Precautions (Workplace) Regulations, Manual Handling Operations Regulations, Employers' Liability Act, Working Time Regulations, General Products Safety Regulations, The EU Cosmetics Directive, Supply of Goods and Services Act, Sale and Supply of Goods Act, Consumer Protection Act, Trades Description Act, Local Government (Miscellaneous Provisions) Act, Data Protection Act, Equality Act opportunities

be aware of the opportunities that are available after completion of the course. These may include: education – continuous professional development (CPD) courses, level 4 qualification, university degree/diploma in related subject (alternatively, business or education), employment – self-employed, spa/salon/hotels/clubs, teaching, travel industry, agency work, manufacturer/product companies, hospitals and hospices, contractual work – exhibitions, media, department stores

Business and employment

understand that there are different types of employment, to include: employed status, associate casual contract, fixed-term contract, voluntary/charitable

understand the different types of businesses, to include: self-employed, freelance, working from home, renting a room, franchise, mobile, owning own spa/salon, partnership, limited company

understand the advantages and disadvantages of the different types of employment and businesses, to include: location, pay, conditions, progression routes, development

understand that a key component of making a business successful is ensuring that the services and products it provides are promoted through advertising and public relations. You must be able to describe the importance of a business providing the following to make certain of custom: business identity, marketing and public relations (PR), promotion

The external assessment will come from the mandatory content of this qualification to confirm your breadth of knowledge and understanding.

Continues on next page



WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 317 BUSINESS PRACTICE

HINTS AND TIPS

Never take a first quote on anything: always get three and don't necessarily take the cheapest.

You need to:

Financial implications of business

identify how to set out a basic financial record using ledgers, balance sheets and spreadsheets, to include: profit and loss that shows the running costs of a business, fixed and variable costs: premises, rent, treatments, products, equipment and stock, staff, advertising and promotional materials, insurance, Pay As You Earn (PAYE), VAT, licensing, travel expenses, living allowance, professional association fees

recognise the methods used to research the viability of a potential business venture, to include: methods of research: quantitative/qualitative, primary/secondary, critical analysis and evaluation, market research, data analysis, questionnaires, surveys

recognise the importance of the information gathered, to include: business opportunities – employed, self-employed, partnership, premises – location, costs, size, décor (general furnishings, layout, treatment area), staffing – job roles, pay, qualifications, conditions, holiday/maternity/paternity entitlement, products and resources – consumables, retail products, equipment, furniture

recognise the methods used to research the viability of a potential business venture using various sources of information, to include: primary – firsthand information, surveys, questionnaires, interviews, forums, panels, feedback, secondary – existing interpretations of primary sources (secondhand information), books, websites, journals, newspapers, magazines, reports, television programs, news reports, business reports

understand the importance of analysing the competition, in relation to the success of a business, to include: size of the market, products, services, prices, trends, direct competitors, range of prospective clientele, location

A business plan

consider potential premises, staffing, products and resource requirements as part of business plan: location, type of premises, rent space/room, décor, general furnishings, layout, treatment area, staffing requirements, job description, CV, contracts of employment, hours of work, holiday entitlement, notice period, disciplinary procedures, maternity/paternity leave, grievance policy, products, consumables, professional/retail products, stock control/rotation services

You will also need to understand the principles of nail technology listed on page xvii.

HINTS AND TIPS

Lawyers, accountants, banks and other professional bodies sometimes have workshops you can attend for free. Look at what's on offer locally.

WHAT DO YOU NEED TO COVER?

UNIT 317 BUSINESS PRACTICE



SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved before your trade test. You need to:

Be able to complete a financial record:

profit and loss that shows the running costs of a business

Take into consideration the fixed and variable costs of a business:

premises, rent, treatments, products, equipment and stock, staff, advertising and promotional materials, insurance, PAYE, VAT, licensing, travel expenses, living allowance, professional association fees

Be able to consider the different types of businesses including:

self-employed
freelance
working from home
renting a room
franchise
mobile
owning a spa/salon
partnership
limited company

Use effectively the different methods of research:

quantitative/qualitative
primary/secondary
critical analysis and evaluation
market research
data analysis
questionnaires
surveys

Be able to analyse the competition:

size of the market
products, services
prices
trends
direct competitors
range of prospective clientele
location

Create and keep consideration of a company ethos:

aims
morals
directives
the purpose of the business
the type of business
services provided
business' needs and expectations

Successfully complete a SWOT analysis:

strengths
weaknesses
opportunities
threats

Create a business plan:

financial forecast
strategies
sales
marketing

The synoptic assignment for this qualification will require you to use your skills and knowledge of a range of treatments from across the mandatory units in this qualification.



Update your display stand regularly to suit the season's trends and colour changes.

Kruti Gandhi, Essie



USEFUL WORDS

UNIT 317 BUSINESS PRACTICE

Some terms that you will come across in this unit are explained below.



Associate

An independent (often self-employed) person working as if directly employed by a company.

Forecast

A calculation or estimation of future events or trends.



Clientele

A group or body of clients/customers that is strategically targeted by a business.

Qualitative

Research which is mainly exploratory. It often provides insights into problems and is used to help develop ideas/hypotheses.

Quantitative

Research which mainly consists of analysed numerical data which can be developed into useable statistics.



CPD

Continuous professional development.

Strategy

A plan of action designed to achieve a long-term or overall aim.

SWOT

Analysis which helps to consider a business' strengths, weaknesses, opportunities and threats.



Ethos

The characteristic spirit of a business which manifests itself into the business' attitudes and aspirations.



SCOPE RECORD

UNIT 317 BUSINESS PRACTICE

antoniodiaz/Shutterstock.com



Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Financial record

Record each time you completed a financial record to show good business practice.

Profit and Loss sheet	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Fixed costs	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Variable costs	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Fixed and variable costs of a business

Record when you considered the fixed and variable costs of a business to show good business practice.

Premises/rent	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Treatments/products	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Equipment, stock and staff	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Advertising and promotional materials	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Insurance	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Pay as you Earn (PAYE)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Value Added Tax (VAT)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Licensing	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Travel expenses	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Living allowance	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Professional association fees	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page

SCOPE RECORD (CONTINUED)

UNIT 317 BUSINESS PRACTICE



Different types of businesses

Record when you considered the different types of businesses there are.

Self employed	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Freelance	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Working from home	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Renting a room	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Franchise	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Mobile	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Owning own spa/salon	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Partnership	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Limited company	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Methods of research

Record the methods of research you used to show good business practice.

Quantitative/qualitative	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Primary/secondary	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Critical analysis and evaluation	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Market research	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Data analysis	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Questionnaires	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Surveys	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Continues on next page



Analysing the competition

Record when you analysed the competition to show good business practice.

Size of the market	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Products, services	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Prices	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Trends	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Direct competitors	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Range of prospective clientele	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Location	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Company ethos

Record each aspect considered in devising a company ethos.

Aims	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Morals	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Directives	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
The purpose of the business	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
The type of business	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Services provided	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Business' needs and expectations	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Continues on next page



It is hard when you first start out to comprehend all the rules and regulations and all the other professionals you will need to depend on. But the nail technician that gets their business plan together at the start stands a much better chance of surviving in a very competitive industry.

Jacqui Jefford, International judge and author

SCOPE RECORD (CONTINUED)

UNIT 317 BUSINESS PRACTICE



antonio diaz/Shutterstock.com

SWOT analysis

Record when you completed each aspect of the SWOT analysis for a business.

Strengths	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Weaknesses	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Opportunities	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Threats	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Creating a business plan:

Record each time you created an element of a business plan.

Financial forecast	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Strategies	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Sales	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Marketing	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:



HINTS AND TIPS

Advertising can happen within the salon. If a product isn't retailing well, wear it and it will attract a lot of attention.

Image courtesy of Beauty concepts

SUPPLEMENTARY COMMENTS

UNIT 317 BUSINESS PRACTICE

antoniodiaz/Shutterstock.com



Use this space to record any comments or feedback you receive.

Comments

Date

HAS ALL TOPIC CONTENT BEEN COVERED?

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 18.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Candidate signature:

Date:

Assessor signature:

Date:

IQA signature (if sampled):

Date:





UNIT 330

ANATOMY AND PHYSIOLOGY FOR HANDS AND FEET

Understanding how the body works will enable you to apply services in a safe and effective way, as well as offer recommendations and advice. You will also have an understanding as to when and why a service may not be suitable for a particular client. The purpose of this unit is for you to understand the anatomy and

physiology of hands and feet and be able to apply this knowledge within beauty and spa. You will study each of the different systems of the body and how they interact. You will also be introduced to contra-indications as they work through the different systems and identify how these may impact on your service.



WHAT IS THIS UNIT ABOUT?

UNIT 330 ANATOMY AND PHYSIOLOGY FOR HANDS AND FEET MANDATORY

This unit has **five outcomes.**

Outcome 1
Understand the structure and functions of the skin and nails

Outcome 2
Understand the structure and functions of the skeletal system

Outcome 3
Understand the structure and functions of the muscular system

Outcome 4
Identify the structure and functions of blood circulation

Outcome 5
Understand the structure and functions of the lymphatic system

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- What is the structure and function of the skin?
- What is the function of the skeleton?
- Can I name any of the bones of the leg or foot?
- Do I know the names and location of any muscles in the hand and arm?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing for showcasing your practical abilities
- prepare yourself for working within the nail technology industry.



HINTS AND TIPS

It is critical that every nail technician understands the structure and workings of the skin and nails to work effectively and safely for themselves and their clients – use this information to help your career!

WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 330 ANATOMY AND PHYSIOLOGY

FOR HANDS AND FEET



TOPICS

Outcome 1

Understand the structure and functions of the skin and nails

- 1.1 Anatomical structure and functions of the skin
- 1.2 Anatomical structure and functions of the nail unit
- 1.3 Diseases, disorders and contra-indications related to the skin, nails

Outcome 2

Understand the structure and functions of the skeletal system

- 2.1 Classification and structure of the skeletal system
- 2.2 Functions of the skeletal system
- 2.3 Location of bones of the skeleton
- 2.4 Types of joints and movement
- 2.5 Disorders and diseases of the skeletal system

Outcome 3

Understand the structure and functions of the muscular system

- 3.1 Structure of the muscular system
- 3.2 Functions of the muscular system
- 3.3 Location and action of the primary muscles
- 3.4 Disorders and diseases of the muscular system

Outcome 4

Identify the structure and functions of blood circulation

- 4.1 Structure of the blood vessels
- 4.2 Composition and functions of the blood
- 4.3 Primary blood vessels of the body

Outcome 5

Understand the structure and functions of the lymphatic system

- 5.1 Structure, composition and functions of the lymphatic system and lymphatic organs
- 5.2 Location of lymphatic nodes and ducts of the arm and leg
- 5.3 Disorders and diseases related to the lymphatic system



Clients today are savvy and interested in improving the health of their nails. It is important that clients know as much as their therapist, so that they know why they should look after their nails post-treatment.

Susan Gerrard





UNIT PLANNER

UNIT 330 ANATOMY AND PHYSIOLOGY

FOR HANDS AND FEET

Image courtesy of Puwadol Jaturawutthichai

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the trade test or skills check.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 330 ANATOMY AND PHYSIOLOGY

FOR HANDS AND FEET



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Skin

structure: the different cells in the epidermis, keratinocytes, melanocytes, epidermis – stratum germinativum (continuous cell formation, keratinocytes and melanocytes), stratum spinosum, stratum granulosum (cell death due to keratinisation), stratum lucidum (only found in thick skin), stratum corneum (shedding or desquamation), dermis – papillary and reticular layers (dermal papilla, hair follicle, hair shaft, nerve endings, sebaceous gland, arrector pili muscle, sweat gland, sweat pore, blood vessels), hypodermis/subcutaneous layer (adipose tissue)

functions: importance of the skin in protection, water resistant, melanin, pH balance, external barrier, mechanisms of sensory perception – light touch, pressure, vibration, mechanical, thermal, absorption through the skin, chemicals, importance of skin for excretion – sweat, waste, importance of skin secretions – sebum, heat regulation – sweating, vasodilation, vasoconstriction, vitamin D production

factors: external – temperature, chemical exposure, UV exposure, topical stimulation and skin damage, internal – genetics, nutrition, hormones, medication, disease and systemic disorders

skin types – dry, oily, combination

skin conditions – sensitive, mature, dehydrated

Nails

structure: nail bed, hyponychium, eponychium, perionychium, mantle or proximal nail fold, lateral nail fold, nail grooves, matrix, lunula, cuticle, three layers of nail plate, free edge, nail shape – hook, spoon, fan, oval, square, ski jump, nail condition – bitten, discoloured, misshapen, missing, chemical damage (eg thinned nail plate, allergic reaction), physical damage (eg split, ridges, bruises, over-buffed)

functions: protection of sensitive areas of fingers and toes

factors: external – chemical exposure, damage, internal – genetics, nutrition, hormones, medication, disease and systemic disorders

The external assessment will come from the mandatory content of this qualification to confirm your breadth of knowledge and understanding.

[Continues on next page](#)



WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 330 ANATOMY AND PHYSIOLOGY

FOR HANDS AND FEET

Image courtesy of Puwadojaturawutthichai

You need to:

Disorders of the skin and nails

disorders and diseases: bacterial infections – impetigo, paronychia, pseudomonas, viral infections – warts/verrucae, infestations – scabies, fungal infections – tinea pedis, tinea unguium, onychomycosis, skin disorders involving abnormal growth – psoriasis, verrucae, allergies – dermatitis, eczema, structure – Beau’s lines, koilonychia, longitudinal furrows, lamellar dystrophy, onychauxis, pitting, onychorrhexis, leuconychia, onycholysis, splinter haemorrhage, anonychia, onychocryptosis, paronychia, pterygium

Bones

classification: irregular, short, sesamoid, long

structure: lower arm, wrist and hand, lower leg, ankle and foot

functions: to provide shape, attachment for skeletal muscles and leverage, support

location: arm and hand – humerus, radius, ulna, carpals, metacarpals, phalanges, leg and foot – femur, patella, tibia, fibula, tarsals, metatarsals, phalanges

types of joints freely moveable – synovial joints: ball and socket, saddle, condyloid, pivot, hinge, gliding

range of movements: flexion, extension, hyperextension, abduction, adduction, rotation (medial, lateral)

disorders and diseases: osteoarthritis, bunions, hammer toes, fractures, rheumatoid arthritis

Muscular system

structure: fascia, tendons, muscle, ligaments, organisation of muscle types – voluntary, involuntary

functions: movement, attachment

location and action: primary muscles, arm and hand – flexors, extensors, biceps, triceps, thumb – (thenar eminence), leg and foot – gastrocnemius, soleus, tibialis anterior, tibialis posterior, peroneus, extensors, flexors, quadriceps, hamstrings

disorders and diseases: repetitive strain injury (RSI), inflammation, tendonitis, sprain, carpal tunnel syndrome (CTS)

Continues on next page

HINTS AND TIPS

Never stop learning and remember knowledge is power. The more you learn the more you earn.

WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 330 ANATOMY AND PHYSIOLOGY

FOR HANDS AND FEET



You need to:

Blood

structure of blood vessels: ○ arteries – thick-walled, muscular, elastic vessels, convey blood away from heart to arterioles, help maintain blood pressure, ○ arterioles – small arteries which convey blood to the capillaries, ○ capillaries – composed of a single layer of cells, connect arterioles and venules, ○ venules – collect blood from capillaries and drain into veins, thinner walled than arteries, ○ veins – contain valves to prevent backflow, thinner walled than arteries, convey blood back to the heart from the venules

composition: ○ plasma – clear, pale yellow, slightly alkaline fluid, dissolved blood proteins, ○ erythrocytes (red blood cells), ○ leucocytes (white blood cells), ○ thrombocytes

functions: ○ transport, ○ heat regulation, ○ defence, ○ clotting

primary blood vessels: ○ arm and hand – brachial artery, radial artery, ulnar artery, cephalic vein, axillary artery, axillary vein, ○ leg and foot – digital arteries, saphenous vein, posterior and anterior tibial artery

Lymphatic system

structure: ○ lymph capillaries – thin-walled, more permeable than blood capillaries, ○ lymphatic vessels – contain valves to prevent backflow, ○ lymph nodes of arm and leg

composition of lymph: ○ clear, straw-coloured, fluid derived from blood plasma through capillary filtration, ○ plasma substances

functions: ○ collect tissue fluid, ○ lymph flow is unidirectional not circular, ○ carry excess fluid and foreign particles from the body tissues and cells, ○ carry lymph to lymphatic vessels, ○ transport lymph through lymphatic nodes, ○ lymphatic system returns tissue fluid to blood, ○ produce lymphocytes to deal with waste and toxins, ○ develop antibodies to defend the body against infection, ○ filtering pathogens

location: ○ lymphatic nodes of arms and legs – axillary, popliteal

disorders and diseases: ○ allergies, ○ oedema

You will also need to understand the principles of nail technology listed on page xvii.

USEFUL WORDS

UNIT 330 ANATOMY AND PHYSIOLOGY FOR HANDS AND FEET

Some terms that you will come across in this unit are explained below.

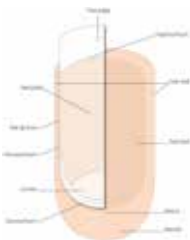
Dermis

The lower or inner layer of the two main layers of cells which make up the skin.



Epidermis

The upper or outer layer of the two main layers of cells which make up the skin.



Eponychium

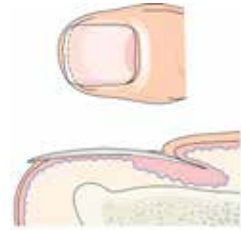
The thickened layer of epidermal tissue over the base of the nail.

Hyponychium

The area of skin between the fingertip and the nail plate. This part of the nail acts as a waterproof barrier to stop bacteria from going under the nail plate and causing infection or damage.

Nail bed

The skin beneath the nail plate made of two types of tissues: the deeper dermis and the epidermis.



Pathologies

A condition or disease which causes the deviation from a healthy, normal condition.



Fascia

A soft connective tissue below the skin which wraps and connects the muscles, bones, nerves and blood vessels of the body together.

Hypodermis

The hypodermis or 'subcutaneous layer' lies between the dermis and the underlying tissues and organs of the body.

Perionychium

The skin that overlies the nail plate on either side.

Sesamoid

A small independent bone or bony nodule developed in a tendon where it passes over an angular structure.





UNIT 331

ENHANCE AND MAINTAIN NAILS USING LIGHT CURED GEL, INCLUDING HARD GELS

The purpose of this unit is for you to prepare for and provide a professional light cured gel service, including a hard gel system, to industry timings and standards, including application, maintenance and removal, using current techniques, skills and knowledge. The use of effective communication and consultation techniques will enable you to plan a customised

nail service to cosmetically improve, enhance or camouflage nails. You will develop the skills needed to effectively prepare the nail plate and sculpt product using tips or forms. You will also learn how to provide specific homecare and retail recommendations for clients, which will help to ensure the durability and longevity of the service.

WHAT IS THIS UNIT ABOUT?

UNIT 331 ENHANCE AND MAINTAIN NAILS USING LIGHT CURED GEL, INCLUDING HARD GELS MANDATORY

This unit has three outcomes.

Outcome 1

Prepare for hard/soft gel nail enhancement services

Outcome 2

Provide hard/soft gel nail enhancement services

Outcome 3

Provide product and service advice, evaluating the service

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- How can the application of gel differ when creating different finishes?
- What products can I use to create gel enhancements?
- If the nail enhancements are applied incorrectly, what could happen?
- What aftercare advice and recommendations could be given?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing for showcasing your practical abilities
- prepare yourself for working within the nail technology industry.



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 331 ENHANCE AND MAINTAIN

NAILS USING LIGHT CURED GEL,

INCLUDING HARD GELS



TOPICS

Outcome 1

Prepare for hard/soft gel nail enhancement services

- 1.1 Health and safety working practices
- 1.2 Environmental and sustainable working practices
- 1.3 Communication and behaviour
- 1.4 Consultation techniques including service objectives
- 1.5 Products, tools, equipment and consumables
- 1.6 Prepare themselves, client and work area for nail enhancement services

Outcome 2

Provide hard/soft gel nail enhancement services

- 2.1 Advantages and disadvantages of using hard/soft gel
- 2.2 Apply nail enhancements including the techniques
- 2.3 Maintain nail enhancements
- 2.4 Remove nail enhancements

Outcome 3

Provide product and service advice, evaluating the service

- 3.1 Give advice and recommendations
- 3.2 Record and evaluate the effectiveness of the service



HINTS AND TIPS

It is important to record any allergies on the client's record card to make sure the therapist doesn't use the product in any future treatments.



UNIT PLANNER

UNIT 331 ENHANCE AND MAINTAIN NAILS USING LIGHT CURED GEL, INCLUDING HARD GELS

Image courtesy of Beauty concepts

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the trade test or skills check.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 331 ENHANCE AND MAINTAIN

NAILS USING LIGHT CURED GEL,

INCLUDING HARD GELS



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Consultation

be able to list and recognise the treatment-related contra-indications that prevent service, understand why they are a contra-indication and to state the action to take in each case, to include: contagious skin diseases (fungal, bacterial, viral, infestations), severe skin conditions, severe nail separation, recent scar tissue

be able to list and recognise the treatment-related contra-indications that restrict treatment, understand why they are a contra-indication and to state the action to take in each case, to include: eczema, psoriasis, dermatitis, minor nail separation, broken bones, unknown redness or swelling, damaged nails, thinning nails, diabetes, cuts and abrasions, bruises

understand the client's needs and establish the service objectives, to include: lengthen the nails, strengthen the nails, to make the hands and nails aesthetically pleasing, to suit an occasion

The selection of equipment, products and consumables

understand the selection of suitable products that can be used to suit client service needs, skin types and nail conditions, to include: hand sanitiser, polish remover, primer, dehydrator, cleanser, adhesive, tips, sculpting forms, oils, light cured gels (hard and soft) including coloured, product remover, spray disinfectant, chemical sterilisation

understand the selection of suitable tools that can be used to suit client service needs, skin types and nail conditions, to include: brushes, tip cutters, cuticle tools, various grit files and buffers, high-shine-buffers, scissors

understand the selection of suitable equipment that can be used to suit client service needs, skin types and nail conditions, to include: table, hand support, UV/LED lamp, light, extraction, disinfectant jar, lined metal bin with a lid, autoclave

understand the selection of suitable consumables that can be used to suit client service needs, skin types and nail conditions, to include: lint-free wipes, cotton wool, disposable table towels, foil, orangewood sticks

Provide hard/soft gel nail enhancement services

understand the advantages and disadvantages of using hard/soft gel.

Advantages: lightweight, high shine, flexible, non-porous, odour-free, easier to file

Disadvantages: buffing off (hard gel) can cause damage to the nail if removed incorrectly, more costly due to the required use of LED and UV lamp during application, challenging to repair, prone to exothermic reaction

The external assessment will come from the mandatory content of this qualification to confirm your breadth of knowledge and understanding.

[Continues on next page](#)

WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 331 ENHANCE AND MAINTAIN

NAILS USING LIGHT CURED GEL,

INCLUDING HARD GELS



Image courtesy of Beauty concepts

You need to:

Give advice and recommendations

understand the cause of a contra-action and the consequences of one, to include: product coming into contact with surrounding skin – the enhancement will lift and cause overexposure, incorrect application of product – premature loss of enhancement, lifting, damage to natural nail, poor preparation of the natural nail – premature loss of enhancement, lifting, damage to natural nail, bacterial infection, pseudomonas, under/over-curing product – discolouration of product, cracking of product, unsetting of product, exothermic reaction

be able to recognise the differences between contra-actions and those which are a result of poor practice. Be able to understand the action which should be taken if any of them occur, either during or after the service, to include: bacterial infection – remove product and seek medical referral if required, overexposure – remove the product and return for service after a minimum of ten days, exothermic reaction – remove from lamp, wait for reaction to cease and reapply under lamp, natural nail separation – remove product and allow area to heal, course of specialised manicure recommended eg warm oil service, natural nail damage – remove product and allow area to heal, course of specialised manicure recommended eg strengthening nail enamel, premature loss of enhancement – reapply enhancement, lifting of product – carry out maintenance service, discolouration – remove discoloured product and reapply, allergic reaction – remove product and apply a cold compress, seek medical referral if required, pseudomonas – remove product and reapply once the area is free from infection, cracks – carry out a maintenance service, breakages – carry out a maintenance service, cuticle damage – ask the client to apply a cold compress until bleeding stops, if minor damage, continue treatment; seek medical referral if severe

recognise the importance of, and provide, general and client-specific advice and recommendations on completion of a service. Emphasise that the following advice is likely to maximise the benefits of the service and reduce the risk of adverse effects or contra-actions. General advice and recommendations, to include: avoidance of activities which may cause contra-actions (eg UV exposure), heat services, time intervals between services, present and future products and services, homecare advice, wearing of gloves when carrying out manual work may be required to improve the effectiveness of the service, apply oil to the nails daily when required, post-service restrictions – avoid touching the area

You will also need to understand the principles of nail technology listed on page xvii.



Image courtesy of beauty concept

WHAT DO YOU NEED TO COVER?

UNIT 331 ENHANCE AND MAINTAIN

NAILS USING LIGHT CURED GEL,

INCLUDING HARD GELS



SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved before your trade test. You need to:

Take into consideration a client's:

nail shape

nail condition

Prepare the natural nail plate:

cuticle work

filing of natural nail

buffing, if appropriate

dehydration

Apply gel nail enhancements:

tips (manual blending, avoiding any nail damage)

sculpting forms

Consider different nail shapes:

square, oval, squoval, round

Apply a hard/soft gel system:

pink and white (with knowledge of reverse technique)

opaque/camouflage colour

Select suitable gel products:

soak-off (soft)

non soak-off (hard)

Maintain gel nail enhancements:

infill

rebalance

reposition of white tip product

replacement of overlay

repair of overlay

Remove gel nail enhancements:

manual removal

chemical removal

The synoptic assignment for this qualification will require you to use your skills and knowledge of a range of treatments from across the mandatory units in this qualification.



As the treatment is being performed, explain what you are doing, why you are doing it, and how the client can keep their nails looking good between appointments.

Susan Gerrard



HINTS AND TIPS

Ensure you have all the necessary products to hand for use during the treatment.

USEFUL WORDS

UNIT 331 ENHANCE AND MAINTAIN NAILS USING LIGHT CURED GEL, INCLUDING HARD GELS

Some terms that you will come across in this unit are explained below.

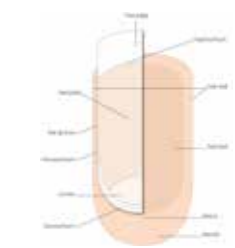


Buffing

The act of polishing the nail in order to make the nails look more consistent and shiny.

Opaque

Gel which is not transparent.



Cuticle

The thin layer of dead skin at the base of the nail close to the eponychium.

Overlay

Products applied on top of fingernails or toenails to make the nails stronger and less prone to breaking.



Eczema

A condition that causes the skin to become itchy, red, dry and cracked.

Psoriasis

A condition that causes red, flaky, crusty patches of skin covered with silvery scales.



Sculpting

The effect of using artificial nails created by fashioning acrylic over the underlying natural nail or on a nail form, without an artificial tip.

Exothermic

A chemical reaction that releases energy either by light or heat.

Non-porous

Does not allow liquid or air to pass through.

HINTS AND TIPS

To help relax your client's hand, ask them to rest their elbow on the nail table or pillow.



Over-curing can occur when using UV gels causes a burning sensation on the nail bed. Be sure to use the correct form of UV light source according to the manufacturer's instructions; an LED or UV lamp.

Jo Brittle, Just Nails and a Little Beauty



SCOPE RECORD

UNIT 331 ENHANCE AND MAINTAIN NAILS USING LIGHT CURED GEL, INCLUDING HARD GELS



Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Client consultation

Record the factor that was considered during each client consultation.

Nail shape	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail condition	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Preparation of the nail plate

Record the technique that was used for each preparation of the nail plate.

Cuticle work	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Filing of natural nail	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Buffing	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Dehydration	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Apply gel nail enhancements

Record the technique that was used during each gel nail enhancement treatment.

Tips	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Sculpting forms	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page

HINTS AND TIPS

Prevent the spread of germs and possible cross-infection by using correct waste disposal methods.



SCOPE RECORD (CONTINUED)

UNIT 331 ENHANCE AND MAINTAIN

NAILS USING LIGHT CURED GEL,

INCLUDING HARD GELS



Image courtesy of Beauty concepts

Nail shapes

Record each time you treated the following nail shape during a treatment.

Square	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Oval	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Squoval	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Round	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Apply hard/soft gel systems

Record each time you applied the following gel system during a treatment.

Pink/white	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Opaque/camouflage colour	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Gel products

Record the products that were used during a treatment.

Soak-off	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Non-soak off	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Maintain gel nail enhancements

Record the technique that was used for each maintenance treatment.

Infill	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Rebalance	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Reposition of white tip product	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Replacement of overlay	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Repair of overlay	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Remove gel nail enhancements

Record the technique that was used during a removal treatment.

Manual removal	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Chemical removal	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:





UNIT 332

LIQUID AND POWDER NAIL ENHANCEMENTS

The purpose of this unit is for you to prepare for and provide professional liquid and powder services to industry timings and standards, including application, maintenance and removal, using current techniques, skills and knowledge. The unit also covers the use of effective communication and consultation techniques, which will enable you to plan a customised

nail service to cosmetically improve, enhance or camouflage nails. You will develop the skills needed to effectively prepare the nail plate and sculpt product using tips or forms. You will also learn how to provide specific homecare and retail recommendations for clients, which will help to ensure the durability and longevity of the service.



WHAT IS THIS UNIT ABOUT?

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS

MANDATORY

This unit has three outcomes.

Outcome 1

Prepare for liquid and powder nail enhancement services

Outcome 2

Provide liquid and powder nail enhancement services

Outcome 3

Provide product and service advice, evaluating the service

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- How can the application of liquid and powder differ when creating different finishes?
- What products can I use to create liquid and powder enhancements?
- What are the benefits of liquid and powder?
- How does the natural nail shape affect the application technique?
- If the nail enhancements are applied incorrectly, what could happen?
- What aftercare advice and recommendations could be given?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing for showcasing your practical abilities
- prepare yourself for working within the nail technology industry.

HINTS AND TIPS

Using various techniques every nail should look identical from the first to the last, in length, structure, C curve and the thickness of a credit card.



Love your brush! Only ever clean it in monomer and always store it bristles facing downwards.

Jo Brittle, Just Nails and a Little Beauty



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS



TOPICS

Outcome 1

Prepare for liquid and powder nail enhancement services

- 1.1 Health and safety working practices
- 1.2 Environmental and sustainable working practices
- 1.3 Communication and behaviour
- 1.4 Consultation techniques including service objectives
- 1.5 Products, tools, equipment and consumables
- 1.6 Prepare themselves, client and work area for nail enhancement services



Outcome 2

Provide liquid and powder nail enhancement services

- 2.1 Advantages and disadvantages of liquid and powder
- 2.2 Apply nail enhancements including the techniques
- 2.3 Maintain nail enhancements
- 2.4 Remove nail enhancements

Outcome 3

Provide product and service advice, evaluating the service

- 3.1 Give advice and recommendations
- 3.2 Record and evaluate the effectiveness of the service



HINTS AND TIPS

Always sculpt the artificial structure with your product and application brush rather than with your file.



UNIT PLANNER

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the trade test or skills check.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Consultation

be able to list and recognise the treatment-related contra-indications that prevent service, understand why they are a contra-indication and to state the action to take in each case, to include: contagious skin diseases (fungal, bacterial, viral, infestations), severe skin conditions, severe nail separation, recent scar tissue

be able to list and recognise the treatment-related contra-indications that restrict treatment, understand why they are a contra-indication and to state the action to take in each case, to include: eczema, psoriasis, dermatitis, minor nail separation, broken bones, unknown redness or swelling, damaged nails, thinning nails, diabetes, cuts and abrasions, bruises

understand the client's needs and establish the service objectives to include: lengthen the nails, strengthen the nails, to make the hands and nails, aesthetically pleasing, to suit an occasion

The selection of equipment, products and consumables

understand the selection of suitable products that can be used to suit client service needs, skin types and nail conditions, to include: hand sanitiser, polish remover, primer, dehydrator, cleanser, adhesive, tips, sculpting forms, oils, light cured gels (hard and soft) including coloured, product remover, spray disinfectant, chemical sterilisation

understand the selection of suitable tools that can be used to suit client service needs, skin types and nail conditions, to include: brushes, tip cutters, cuticle tools, various grit files and buffers, high-shine buffers, scissors

understand the selection of suitable equipment that can be used to suit client service needs, skin types and nail conditions, to include: table, hand support, UV/LED lamp, light, extraction, disinfectant jar, lined metal bin with a lid, autoclave

understand the selection of suitable consumables that can be used to suit client service needs, skin types and nail conditions, to include: lint-free wipes, cotton wool, disposable table towels, foil, orangewood sticks

Provide liquid and powder nail enhancements

understand the advantages and disadvantages of using hard/soft gel. Advantages: varied colours, strength, versatile, stonger, easier to soak-off. Disadvantages: odour, level of dust during maintenance

understand the different zone techniques and how the application technique varies, to include: zone 1: cuticle, zone 2: apex, zone 3: free edge

The external assessment will come from the mandatory content of this qualification to confirm your breadth of knowledge and understanding.

[Continues on next page](#)



WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS

You need to:

Give advice and recommendations

understand the cause of a contra-action and the consequences of one, to include: ○ product coming into contact with surrounding skin – the enhancement will lift and cause overexposure, ○ incorrect application of product – premature loss of enhancement, lifting, damage to natural nail, poor preparation of the natural nail, bacterial infection, pseudomonas, ○ under/over-curing product – discolouration of product, cracking of product, unsetting of product, exothermic reaction

recognise the difference between contra-actions and those which are a result of poor practice. Understand the action which should be taken if any of them occur, either during or after the service, to include: ○ bacterial infection – remove product and seek medical referral if required, ○ overexposure – remove the product and return for service after a minimum of ten days, ○ exothermic reaction – remove from lamp, wait for reaction to cease and reapply under lamp, ○ natural nail separation – remove product and allow area to heal, course of specialised manicure recommended (eg warm oil service), ○ natural nail damage – remove product and allow area to heal, course of specialised manicure recommended (eg strengthening nail enamel), ○ premature loss of enhancement – reapply enhancement, ○ lifting of product – carry out maintenance service, ○ discolouration – remove discoloured product and reapply, ○ allergic reaction – remove product and apply a cold compress, seek medical referral if required, ○ pseudomonas – remove product and reapply once the area is free from infection, ○ cracks – carry out a maintenance service, ○ breakages – carry out a maintenance service, ○ cuticle damage – ask the client to apply a cold compress until bleeding stops, if minor damage continue treatment; seek medical referral if severe

recognise the importance of, and provide, general and client-specific advice and recommendations on completion of a service. Emphasise that the following advice is likely to maximise the benefits of the service and reduce the risk of adverse effects or contra-actions. General advice and recommendations, to include: ○ avoidance of activities which may cause contra-actions (eg UV exposure), ○ heat services, ○ time intervals between services, ○ present and future products and services, ○ homecare advice, ○ wearing of gloves when carrying out manual work may be required to improve the effectiveness of the service, ○ apply oil to the nails daily when required, ○ post-service restrictions: avoid touching the area

You will also need to understand the principles of nail technology listed on page xvii.

HINTS AND TIPS

Patience is the key. Keep practising on tips. It's all in the liquid to powder mix ratio. If it's too dry it's hard to place and if it's too wet it will go where you don't want it to. Listen to your tutor and respect the manufacturer's instructions.

WHAT DO YOU NEED TO COVER?

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS



SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved before your trade test. You need to:

Take into consideration a client's:

nails shape
nail condition

Be able to prepare the natural nail plate, to include:

cuticle work
filing of natural nail
buffing, if appropriate
dehydration

Select suitable product to use:

hand sanitiser, polish remover, primer, dehydrator, cleanser, adhesive, tips, sculpting forms, oils, product remover, spray disinfectant, chemical sterilisation

Select suitable tools to use:

brushes, tip cutters, cuticle tools, various grit files and buffers, high shine buffers, scissors

Select suitable equipment to use:

table, hand support, UV/LED lamp, light, extraction, disinfectant jar, lined metal bin with a lid, autoclave

Select suitable consumables to use:

lint-free wipes, cotton wool, disposable table towels, foil, orangewood sticks

Apply nail enhancements:

tips (manual blending, avoiding any nail damage)
sculpting forms

Consider different nail shapes

square, oval, squoval, round

Apply liquid and powder:

pink and white (knowledge of reverse technique)
opaque/camouflage colour

Maintain liquid and powder nail enhancements:

infill
rebalance
reposition of white tip product
replacement of overlay
repair of overlay

Remove liquid and powder nail enhancements:

mechanical removal
chemical removal

The synoptic assignment for this qualification will require you to use your skills and knowledge of a range of treatments from across the mandatory units in this qualification.



HINTS AND TIPS

You will need good product placement with liquid and powder. When placing your bead allow it 4-5 seconds to settle before using your sculpting brush to place it where you want it. This way you will find it will do most of the work for you.



USEFUL WORDS

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS

Some terms that you will come across in this unit are explained below.



Aesthetic

The beauty of something.



Orangewood sticks

Disposal sticks used during a treatment to push back the cuticle.



Apex

The apex is the highest or thickest point of a nail enhancement. It may be created using acrylic or gel and is best viewed from the side. Adds to

the strength and beauty of the finished look.

Polymer powder

Helps with the formation of acrylic due to its reaction with monomer liquid. The polymer powder is blended with the liquid to adjust the consistency of the plastic. The polymer strands will eventually dry to form a hard resin which can be made to resemble a fingernail.



Primer

Applied to natural nails at the beginning of a treatment to prevent polish from chipping, fading, or lifting.

Infill

Filling in the gap at the bottom of the nail to cover up any nail growth.

Monomer liquid

Helps with the formation of acrylic due to its reaction with polymer powder. Monomers contained in the liquid are microscopic chemical units that react together when mixed with chemicals in the powder.

Versatile

A product that is able to change or be adapted for different functions.

HINTS AND TIPS

Remember: the less buffing, the stronger the nail, as liquid and powder carries on curing for up to 24 hours after application so lots of filing will create a weak structure.

HINTS AND TIPS

When finish filing liquid and powder, work your way through the various grits to remove scratches before high shine buffing to achieve a glossy finish.

SCOPE RECORD

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS



Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Client considerations

Record the factors that were considered during a client consultation.

Nail shape	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail condition	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Preparation of the nail plate

Record the technique that was used for each preparation of the nail plate.

Cuticle work	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Filing of natural nail	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Buffing	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Dehydration	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Suitable product to use

Record each product that was used during a treatment.

Hand sanitiser	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Polish remover	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Primer	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Dehydrator	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Cleanser	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Adhesive	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Tips	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Sculpting forms	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Oils	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Product remover	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Spray disinfectant	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Chemical sterilisation	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page

SCOPE RECORD (CONTINUED)

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS



Suitable tools to use

Record each tool that was used during a treatment.

Brushes	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Tip cutters	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Cuticle tools	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Grit files and buffers	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
High shine buffers	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Scissors	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Suitable equipment to use

Record each piece of equipment that was used during a treatment.

Table	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Hand support	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
UV/LED lamp	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Light extraction	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Disinfectant jar	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Lined metal bin with a lid	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Autoclave	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Suitable consumables to use

Record each consumable that was used during a treatment.

Lint-free wipes	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Cotton wool	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Disposable table towels	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Foil	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Orangewood sticks	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Continues on next page

SCOPE RECORD (CONTINUED)

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS



Apply liquid/powder nail enhancements

Record the technique that was used for a treatment.

Tips	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Sculpting forms	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Nail shapes

Record each time you treated the following nail shapes during a treatment.

Square	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Oval	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Squoval	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Round	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Apply liquid/powder systems

Record the system you applied during a treatment.

Pink/white	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Opaque/camouflage	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Colour	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Continues on next page



Get clients to understand the importance of oiling their nails regularly, by asking them whether they would wash their hair without using conditioner? As nails are made up of the same substance as hair, they too dry out and need moisturising.

Jo Brittle, Just Nails and a Little Beauty



SCOPE RECORD (CONTINUED)

UNIT 332 LIQUID AND POWDER

NAIL ENHANCEMENTS



Galina Mikhailishina/Shutterstock.com

Maintain liquid/powder nail enhancements Record the technique that was used during a maintenance treatment.

Infill	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Rebalance	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Reposition of white tip product	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Replacement of overlay	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Repair of overlay	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Remove liquid/powder nail enhancements Record the technique that was used during a removal treatment.

Mechanical removal	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Chemical removal	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

HINTS AND TIPS

Using a finish filing system to finish nail enhancements will give greater consistency and improve your speed.



Galina Mikhailishina/Shutterstock.com





UNIT 333

CREATE AND APPLY NAIL ART

Nail art has changed considerably over the last few years and nowadays products that were only deemed suitable to be used by professionals are available for the consumer and student to use at home to create their own look. There are a range of mediums available, from high quality acrylic and/or water-based paints, to changing the colour of polish with pigments. The purpose of this unit

is for you to be able to design, apply and maintain nail art designs using a variety of mediums and techniques. To carry out this unit you will need to maintain effective health and safety and hygiene procedures throughout your work, be competent in the knowledge and understanding of the service, and successfully design and apply nail art designs using a variety of mediums.

WHAT IS THIS UNIT ABOUT?

UNIT 333 CREATE AND APPLY NAIL ART MANDATORY

This unit has
four outcomes.

Outcome 1
Understand factors
to consider when
creating nail art
design

Outcome 2
Prepare for nail
art services

Outcome 3
Provide nail art

Outcome 4
Provide product
and service advice,
evaluating the
service

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- What are the salon legislations for applying nail art?
- How does the nail shape and length affect the design and application process of nail art?
- Will the techniques learnt be current and on trend?
- What advice and recommendations should be provided for nail art services?
- Where do I go to gain more skills in nail art?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing for showcasing your practical abilities
- prepare yourself for working within the nail technology industry.

HINTS AND TIPS

Nail art is a fun and easy way to introduce a new service to your business, earn extra money by promoting your existing manicure, pedicure, nail extension treatments.

HINTS AND TIPS

Nail art is very intricate and requires good, adjustable lighting to work effectively.



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 333 CREATE AND APPLY NAIL ART



TOPICS

Outcome 1

Understand factors to consider when creating nail art design

- 1.1 Colour theory
- 1.2 Context and themes

Outcome 2

Prepare for nail art services

- 2.1 Health and safety working practices
- 2.2 Environmental and sustainable working practices
- 2.3 Communication and behaviour
- 2.4 Service objectives
- 2.5 Products, tools, equipment and consumables
- 2.6 Prepare themselves, client and work area for nail art services

Outcome 3

Provide nail art

- 3.1 Nail art techniques
- 3.2 Apply nail art techniques to achieve nail art designs

Outcome 4

Provide product and service advice, evaluating the service

- 4.1 Give advice and recommendations
- 4.2 Record and evaluate the effectiveness of the service



HINTS AND TIPS

When choosing colours look at your client's hand condition and age. Some colours will help disguise lines and wrinkles and other will accentuate them.

UNIT PLANNER

UNIT 333 CREATE AND APPLY NAIL ART



Image courtesy of Beauty concepts

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the trade test or skills check.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 333 CREATE AND APPLY NAIL ART



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Colour theory and context

understand the importance of colour theory, to include: principles of colour –
 primary, secondary, tertiary, quaternary, colour schemes –
 monochromatic, complimentary/harmonious, analogous

understand the different context and themes to consider when developing design ideas, to include: context, commercial, fashion and catwalk, events (eg Valentine's day, Halloween, Christmas), client's needs, themes (eg avant-garde, current trends, historical, fantasy, futuristic)

Consultation

be able to list and recognise the treatment-related contra-indications that prevent service, understand why they are a contra-indication and to state the action to take in each case, to include: contagious skin diseases (fungal, bacterial, viral, infestations), severe skin conditions, severe nail separation, recent scar tissue

be able to list and recognise the treatment-related contra-indications that restrict treatment, understand why they are a contra-indication and to state the action to take in each case, to include: eczema, psoriasis, dermatitis, minor nail separation, broken bones, unknown redness or swelling, damaged nails, thinning nails, diabetes, cuts and abrasions, bruises

understand the client's needs and establish the service objectives to include: to complement nail enhancements (liquid and powder; light cured gel and hard gels), to suit an occasion, compliment a total look, to combine nail art techniques pushing the boundaries in nail art design

Service objectives

understand that, from the consultation that was previously carried out as part of the enhancement process (units 331 and 332), they need to understand the client's needs and establish the service objectives, to include: service objectives, to complement nail enhancements (liquid and powder; light cured gel and hard gels), to suit an occasion, compliment a total look, combine nail art techniques, pushing the boundaries in nail art design

The external assessment will come from the mandatory content of this qualification to confirm your breadth of knowledge and understanding.

Continues on next page

HINTS AND TIPS

Using a white base under a design will help solid and opaque colours to stand out and enhance the design.

WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 333 CREATE AND APPLY NAIL ART

Image courtesy of Beauty concepts



You need to:

The selection of equipment, products and consumables

understand the selection of suitable products that can be used to suit client service needs, skin types and nail conditions, to include: hand sanitiser, polish remover, primer, dehydrator, cleanser, adhesive, tips, sculpting forms, oils, polymer, monomer, gel topcoat, product remover, spray disinfectant, chemical sterilisation, coloured polishes, polish secures and embellishments (rhinestones, flatstones, pearls), base coat, glitters, topcoat, transfers, foil, tape, striping pen, gel polish (various colours), gel paint, gel polish top and base coat, coloured/glittered polymer, coloured hard/soft gels, builder gel (clear or pink), clear hard gel, clear or pink polymer, acrylic or water-based paints, powder pigments, fabric, cuticle oil, gel cleanser, product remover

understand the selection of suitable tools that can be used to suit client service needs, skin types and nail conditions, to include: various application brushes, tip cutters, cuticle tools, various grit files and buffers, dappen dish, scissors, sculpting form, jewellery tool, stamping plate

understand the selection of suitable equipment that can be used to suit client service needs, skin types and nail conditions, to include: table, hand support, UV/LED lamp, light, extraction, disinfectant jar, lined metal bin with a lid, autoclave, training hand (practice only), electric file (design work)

understand the selection of suitable consumables that can be used to suit client service needs, skin types and nail conditions, to include: lint-free wipes, cotton wool, disposable table towels, foil, orangewood sticks, couch roll, cotton wool

Provide nail art

understand the nail art techniques required to achieve nail art designs, take into account nail shapes, products, tools and equipment required to produce a nail art design to suit the client's requirements

Continues on next page



HoncharRoman/Shutterstock.com

HINTS AND TIPS

It is much easier to start with simple designs and refine them than trying to do difficult ones that will look messy. Always use good quality brushes to create a neat finish with small amounts of product.

WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 333 CREATE AND APPLY NAIL ART



You need to:

Give advice and recommendations

be able to understand the cause of a contra-action and the consequences of one, to include: ○ product coming into contact with surrounding skin – the enhancement will lift and cause overexposure, ○ incorrect application of product – premature loss of enhancement, lifting, damage to natural nail, ○ poor preparation of the natural nail – premature loss of enhancement, lifting, damage to natural nail, bacterial infection, pseudomonas, ○ under/over-curing product – discolouration of product, cracking of product, unsetting of product, exothermic reaction

be able to recognise the difference between contra-actions and those which are a result of poor practice. Be able to understand the action which should be taken if any of them occur, either during or after the service, to include: ○ bacterial infection – remove product and seek medical referral if required, ○ overexposure – remove the product and return for service after a minimum of ten days, ○ exothermic reaction – remove from lamp, wait for reaction to cease and reapply under lamp, ○ natural nail separation – remove product and allow area to heal, course of specialised manicure recommended eg warm oil service, ○ natural nail damage – remove product and allow area to heal, course of specialised manicure recommended eg strengthening nail enamel, ○ premature loss of enhancement – reapply enhancement, ○ lifting of product – carry out maintenance service, ○ discolouration – remove discoloured product and reapply, ○ allergic reaction – remove product and apply a cold compress, seek medical referral if required, ○ pseudomonas – remove product and reapply once the area is free from infection, ○ cracks – carry out a maintenance service, ○ breakages – carry out a maintenance service, ○ cuticle damage – ask the client to apply a cold compress until bleeding stops, if minor damage continue treatment; seek medical referral if severe

recognise the importance of, and provide, general and client-specific advice and recommendations on completion of a service. Emphasise that the following advice is likely to maximise the benefits of the service and reduce the risk of adverse effects or contra-actions. General advice and recommendations, to include: ○ avoidance of activities which may cause contra-actions eg UV exposure, ○ heat services, ○ time intervals between services, ○ present and future products and services, ○ homecare advice, ○ wearing of gloves when carrying out manual work may be required to improve the effectiveness of the service, ○ apply oil to the nails daily when required, ○ post-service restrictions – avoid touching the area

You will also need to understand the principles of nail technology listed on page xvii.

HINTS AND TIPS

Build the nail and design in thin layers to avoid creating an enhancement that is too thick.

WHAT DO YOU NEED TO COVER?

UNIT 333 CREATE AND APPLY NAIL ART



Image courtesy of Beauty concepts

SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved before your trade test. You need to:

The synoptic assignment for this qualification will require you to use your skills and knowledge of a range of treatments from across the mandatory units in this qualification.

Consider the service objectives:

to complement nail enhancements (liquid and powder; light cured gel and hard gels)

to suit an occasion
compliment a total look

to combine nail art techniques, pushing the boundaries in nail art design

Use different nail art techniques:

3D: raised from the nail plate and viewed from all angles

2D: raised from the nail plate with two dimensions, such as width and height

imprinting: impressed or stamped on a surface

embedding:
encase an object within nail product

colour fading:
from dark to light or vice versa

marbling: combination of colours pulled through each other

gel painting: creating freehand designs

one stroke: using paints to create designs

Create alternative nail shapes:

stiletto, ballerina (coffin), lipstick, square, round, squoval

Protect the nail design:

gel top coats

clear or pink liquid and powder

clear or pink gel



HINTS AND TIPS

Always use the correct top and base coat no matter what you are told. Painting nails is like decorating: without the proper logical sequence of applying products, you cannot guarantee the longevity of the service.

INSAO/Shutterstock.com

USEFUL WORDS

UNIT 333 CREATE AND APPLY NAIL ART



Image courtesy of Beauty concepts

Some terms that you will come across in this unit are explained below.

Analogous

To show an analogy or a likeness that permits one to draw an analogy.

Avant-garde

New and experimental ideas and methods.

Ballerina/coffin

Nails filed into the shape of a ballerina shoe/coffin.



Embedding

To encase an object within a nail product.

Monochromatic

Colours are all the colours of a single hue (a particular colour).



Pseudomonas

Infections and diseases which are caused by a certain bacteria.

Stiletto

Nails filed to have a sharp point at the tip.



Imprinting

Design which is impressed or stamped on a surface.



Lipstick

Nails filed to have a diagonal slant at the tips.

Tertiary

The resulting colour formed when an equal amount of a primary and a secondary colour are mixed.



Aitz/Shutterstock.com

White78/Shutterstock.com

Bezikus/Shutterstock.com

White78/Shutterstock.com

Nineirdar/Shutterstock.com

SCOPE RECORD

UNIT 333 CREATE AND APPLY NAIL ART



Image courtesy of Beauty concepts

Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Nail art techniques

Record the technique that was used during a nail art treatment.

2D	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
3D	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Imprinting	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Embedding	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Colour fading	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Marbling	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Gel painting	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
One stroke	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Service objectives

Record the service objective that was met during a nail art treatment.

Complement nail enhancements (liquid and powder; light cured gel and hard gels)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
To suit an occasion	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Compliment a total look	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
To combine nail art techniques	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Pushing the boundaries in nail art design	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page

HINTS AND TIPS

When creating 3D nail art use a double dip method to create definition.

SCOPE RECORD (CONTINUED)

UNIT 333 CREATE AND APPLY NAIL ART



Image courtesy of Beauty concepts

Nail shapes

Record when each of the nail shapes were treated.

Stiletto	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Ballerina	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Lipstick	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Square	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Oval	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Squoval	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Round	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Protecting nail art

Record the techniques that were used to protect the nail art during a treatment.

Gel top coats	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Clear or pink liquid and powder	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Clear or pink gel	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

HINTS AND TIPS

Create a look book for your potential clients or a pop stick display of your nail art creations. Keep a record of how long each design takes per nail and the price so you can be clear when a client asks for a particular look as to duration and cost.



Image courtesy of Beauty concepts

Image courtesy of Beauty concepts







UNIT 334

THE CREATION AND PRESENTATION OF A MOOD BOARD, LOOK BOOK AND AN INDUSTRY PORTFOLIO

The purpose of this unit is for you to investigate nail trends within the nail industry. The unit explores iconic designs, influential industry figures and current trends set to take the fashion world by storm. You will research the designs, techniques and products that top nail technicians and celebrities are talking about in magazines and on TV, and showing off on the catwalk.

You will investigate the advantages and disadvantages of nail trends and how their popularity has grown. You will also learn the importance and application of mood boards, look books and portfolios, what should be included in them and how they can be used within the nail industry to gain work and entry into a career.



WHAT IS THIS UNIT ABOUT?

UNIT 334 THE CREATION AND PRESENTATION OF A MOOD BOARD, LOOK BOOK AND AN INDUSTRY PORTFOLIO MANDATORY

This unit has three outcomes.

Outcome 1
Understand industry trends and technical developments in the nail industry

Outcome 2
Understand how to research and prepare for design ideas

Outcome 3
Design a mood board, look book and a portfolio within the nail industry

HINTS AND TIPS

If you are creating a portfolio, your folder should reflect the type of clients you want to attract.

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- What can I aspire to achieve within the nail industry?
- What are the current and future trends within the nail industry?
- What are the advantages and disadvantages of current trends?
- Why would I need a portfolio of looks?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing to showcase your practical abilities
- prepare yourself for working within the nail technology industry.



Being one of the first nail techs to work at London Fashion Week made me realise that a great portfolio brings you high profile jobs and how important it is to create informative and imaginative mood boards and look books for potential clients. It is our chance to show our creativity to a whole new audience.

Jacqui Jefford, International judge and author

WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 334 THE CREATION AND PRESENTATION OF A MOOD BOARD, LOOK BOOK AND AN INDUSTRY PORTFOLIO



TOPICS

Outcome 1

Understand industry trends and technical developments in the nail industry

- 1.1 Influential industry figures
- 1.2 Current trends in the nail industry
- 1.3 Advantages and disadvantages of technical developments

Outcome 2

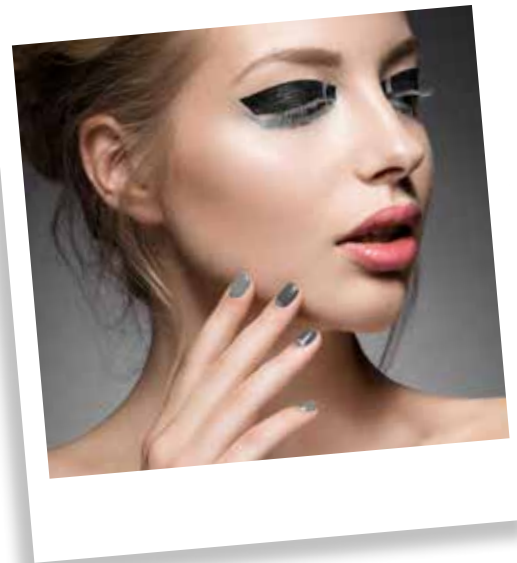
Understand how to research and prepare for design ideas

- 2.1 Primary research
- 2.2 Secondary research

Outcome 3

Design a mood board, look book and a portfolio within the nail industry

- 3.1 Presentation methods of nail designs including:
 - Mood board
 - Look book
 - Industry portfolio
- 3.2 Create mood board, look book and industry portfolio



HINTS AND TIPS

You might want to include a swatch of material, a picture of jewellery and shoes, make up colours and then input your nail materials, colours and designs to finish your board. This will show your tutor, clients and other professionals you understand how to put a total look together.



Always take before and after photographs of nails to add to your look book or portfolio.

Jo Brittle, Just Nails and a Little Beauty





UNIT PLANNER

UNIT 334 THE CREATION AND PRESENTATION OF A MOOD BOARD, LOOK BOOK AND AN INDUSTRY PORTFOLIO

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the trade test or skills check.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 334 THE CREATION AND PRESENTATION OF A MOOD BOARD, LOOK BOOK AND AN INDUSTRY PORTFOLIO



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Explore past and current influential figures and fashion icons who have made a difference within the nail industry and describe their impact.

Past: Andrea Fulerton, Clara H, Leighton Denny, Lisa Logan, Marian Newman, Naomi Yasuda, Sophy Robson, Sophie Harris Greenslade
Current: Beyoncé, Florence Griffith Joyner (Flo-Jo), Imelda Marcos, Jessie J, Katy Perry, Lady Gaga, Rita Ora, Victoria Beckham

Nail trends

understand advantages and disadvantages of current and emerging technical nail trends and when they might be used, to include: nail shapes, gel polish, enhancements (gel, liquid and powder, fibreglass/silk), nail wraps, advanced nail polish, stick-on nails, nail art, colour

Research

understand the available methods of research into nail design. Understand the principles of primary research, to include: the use of personal experiences (eg childhood memories, films watched and books read, stereotypical images eg historical look).

understand the use of personal experiences makes a design the creator's own and generates original work

understand that primary research consists of a collection of original primary data collected by the researcher

The external assessment will come from the mandatory content of this qualification to confirm your breadth of knowledge and understanding.

[Continues on next page](#)



HINTS AND TIPS

The contents of a portfolio should represent a range of your work including natural nails, nail art, hand and foot shots and nail enhancements. Potential agencies and clients will want to know you can cover any eventuality when on a photo shoot or a media job.



WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 334 THE CREATION AND

PRESENTATION OF A MOOD BOARD,

LOOK BOOK AND AN INDUSTRY PORTFOLIO

Trinet-Uzun/Shutterstock.com

You need to:

Design a mood board, look book and a portfolio within the nail industry

understand the reasons for using different presentation methods, depending on the context within the nail industry, for example: job interviews – portfolio, competitions – mood board, fashion shows – mood board, music videos – mood board, portfolio, adverts – mood board, portfolio, TV shows – mood board, portfolio, editorials – mood board, portfolio, salon – look book, portfolio

understand what a mood board is and what it is expected to incorporate (whether on a physical or virtual mood board) to include: samples of materials and textures, sketches, list of equipment, list of products, justification for specific products and equipment, use of nail products, test shots, pictures of final design

understand the importance of the use of look books as inspirational references and what they need to include. Look book: written and pictorial evidence, before and after images, descriptive list of products used as a marketing tool for clients in a salon environment

understand the fundamental importance of a professional industry portfolio and how this will enhance employability and higher education. Professional portfolio: range of images of own work showing a variety of techniques, manicure, pedicure, enhancements, nail designs

You will also need to understand the principles of nail technology listed on page xvii.



Elhur/Shutterstock.com

JuNIArt/Shutterstock.com

WHAT DO YOU NEED TO COVER?

UNIT 334 THE CREATION AND PRESENTATION OF A MOOD BOARD, LOOK BOOK AND AN INDUSTRY PORTFOLIO



SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved before your trade test. You need to:

Explore current and emerging future trends which have/will impact on the nail industry:

nail shapes and length:

- stiletto, ballerina (coffin), lipstick
- traditional (eg oval), square, squoval, round

gel polish

enhancements:

- gel
- liquid and powder
- fibreglass/silk

nail wraps – stickers

nail polishes:

- scented
- uv
- crackle
- gel effect
- drug recognition (eg for rohypnol)
- spray on
- eco-friendly (eg water-based, 3 free, 5 free)

stick-on nails

nail art
ornamentation
pigments
nail colours
bold
light
dark
French
colour changing

Consider different research methods:

primary research
internet – social media
books – recommended at the end
films and television
music videos
magazines
exhibitions
photographs
fashion designers
celebrity hair, make-up and nail artists

Create a mood board, look book and a professional industry portfolio (the industry portfolio may be developed electronically, manually, or both):

Images:

- landscape
- portrait
- colour
- black and white
- hand shot

Testimonials eg from work experience

CV – personal profile

The synoptic assignment for this qualification will require you to use your skills and knowledge of a range of treatments from across the mandatory units in this qualification.



Social media is a great way to create your look book, giving your client the possibility of a complete look.

Jo Brittle, Just Nails and a Little Beauty





SCOPE RECORD

UNIT 334 THE CREATION AND PRESENTATION OF A MOOD BOARD, LOOK BOOK AND AN INDUSTRY PORTFOLIO

Trinet Uzum/Shutterstock.com

Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Current and emerging future trends which have/will impact on the nail industry

Record the trends you explored during the creation/presentation of a mood board, look book or industry portfolio.

Nail shapes and length (stiletto, ballerina/coffin, lipstick, traditional – eg oval, square, squoval, round)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Gel polish enhancements (gel, liquid and powder, fibreglass/silk)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail wraps (stickers)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail polishes (scented, UV, crackle, gel effect, drug recognition – eg for rohypnol, spray-on, eco-friendly – eg waterbased, 3 free, 5 free)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Stick-on nails	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail art	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Ornamentation	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Pigments	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail colours (bold, light, dark, French, colour-changing)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page

SCOPE RECORD (CONTINUED)

UNIT 334 THE CREATION AND PRESENTATION OF A MOOD BOARD, LOOK BOOK AND AN INDUSTRY PORTFOLIO



Trinet-Uzum/Shutterstock.com

Research methods

Record the research methods that were used during the creation/ presentation of a mood board or industry portfolio.

Primary research	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Internet	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Books	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Films and TV	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Music videos	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Magazines	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Exhibitions	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Photographs	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Create a mood board, look book and a professional industry portfolio

Record when you created the following.

Images	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Testimonial	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
CV	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Peshkova/Shutterstock.com

Lawrey/Shutterstock.com





SUPPLEMENTARY COMMENTS

UNIT 334 THE CREATION AND

PRESENTATION OF A MOOD BOARD,

LOOK BOOK AND AN INDUSTRY PORTFOLIO

Use this space to record any comments or feedback you receive.

Comments

Date

HAS ALL TOPIC CONTENT BEEN COVERED?

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 90.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Candidate signature:

Date:

Assessor signature:

Date:

IQA signature (if sampled):

Date:







UNIT 335

CHEMISTRY OF NAIL PRODUCTS

The purpose of this unit is for you to gain knowledge and understanding surrounding the chemistry of nail enhancement products. Research, development and testing are all carried out prior to any nail product being released for use in the nail industry. Incorrect use of products and chemicals will result in service breakdowns and risks to both the nail technician and client. The unit aims to increase your awareness of chemistry in the nail industry, while understanding and exploring chemical reactions and ingredients, including their

compounds, reaction processes and safe working practices. You will understand how products and chemistry have evolved within the nail industry. You will also learn about the chemical processes of products and their effects on the service, client and nail technician. Understanding chemical bonds of products, their chemical ingredients, the use of LED lamps and UV lamps and their effects on products will develop the knowledge you need to effectively work with nail enhancement products.



WHAT IS THIS UNIT ABOUT?

UNIT 335 CHEMISTRY OF NAIL PRODUCTS

MANDATORY

This unit has two outcomes.

Outcome 1
Understand chemistry in the nail industry

Outcome 2
Understand chemical reactions and ingredients

HINTS AND TIPS

Using the correct terminology will not only help to develop your understanding but will make you sound more knowledgeable and encourage your client to trust you more.

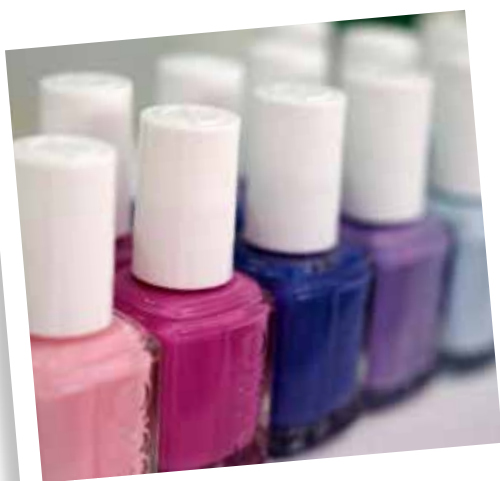
GETTING STARTED

Introduce yourself to the unit by asking yourself:

- Why do I need to know about chemistry?
- How have products in the nail industry evolved?
- What are the differences in nail products?
- What is a chemical reaction?
- What chemical reactions occur in each of the nail enhancement systems?
- What is a solvent?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing to showcase your practical abilities
- prepare yourself for working within the nail technology industry.



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 335 CHEMISTRY OF NAIL PRODUCTS



TOPICS

Outcome 1

Understand chemistry in the nail industry

- 1.1 Basic chemistry in the nail industry
- 1.2 How products have evolved within the nail industry
- 1.3 The use of LED lamps and UV lamps and their effects on products
- 1.4 Safe working practices within the nail industry

Outcome 2

Understand chemical reactions and ingredients

- 2.1 Chemical bonds of products
- 2.2 Chemical ingredients of products
- 2.3 Chemical processes of products and their effects





UNIT PLANNER

UNIT 335 CHEMISTRY OF NAIL PRODUCTS

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the trade test or skills check.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 335 CHEMISTRY OF NAIL PRODUCTS



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Understand the basics of chemistry

the pH scale (potential of hydrogen), structure of elements – elements are made from tiny particles called atoms, formation of compounds – two hydrogen atoms and one oxygen atom join to form one molecule of water (chemical reaction), action of various products and how they react, depending on their atoms and molecule structure, environmental conditions (eg salon temperature, humidity), application techniques (eg amount of product and cure time), characteristics of products (eg faster setting products)

Understand how products have evolved within the nail industry

history of nail enhancements and the journey from ancient civilisations to current days, and which products have evolved (eg paper, type of plastics, metals), myths surrounding nail products and their misuse (eg in incorrect use of products and non-compliance with manufacturers' instructions)

Understand how the use of LED lamps and UV lamps affect products

safe levels of UV light exposure and nail services, difference between LED lamps and UV lamps, different UV output and which one to misuse depending on the product, maintenance of lamp to effectively cure products, difference between UVA and UVB light, compliance with manufacturers' instructions for cure times

Understand the chemical bonds associated with products, how they bond to the natural nail and what could inhibit the bonding process

chemical bonds: covalent, intermolecular forces (hydrogen bonds)

inhibitors to the bonding process: state of natural nail eg damaged, weak, barriers on natural nail (eg oil, dust), improper preparation, improper product application

The external assessment will come from the mandatory content of this qualification to confirm your breadth of knowledge and understanding.

Continues on next page





WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 335 CHEMISTRY OF NAIL PRODUCTS

Sergey Nivens/Shutterstock.com

You need to:

Understand key chemical ingredients found in nail industry products

○ types of acrylates – difference between ethyl methacrylate (EMA) and methyl methacrylate (MMA), cyanoacrylates, ○ vitamins, ○ Alpha Hydroxy Acids (AHAs), ○ natural and essential oils (eg almond oil, jojoba oil), ○ pigments and minerals (eg titanium dioxide), ○ monomer, ○ copolymer, ○ homopolymer, ○ oligomer, ○ acids, ○ alkalis, ○ toluene sulfonamide formaldehyde (TSF), ○ nitrocellulose, ○ phthalates, ○ formaldehyde, ○ toluene, ○ silicone, ○ isopropyl alcohol, ○ camphor, ○ hydroxyethyl, ○ benzoyl peroxide, ○ photoinitiators, ○ polyurethane, ○ ethyl/butyl, ○ acetate and ABS plastics, ○ solvents, ○ plasticisers

Understand the chemical processes that occur in products

○ neutralisation – application of cuticle remover, ○ evaporation – application of nail enamel, ○ polymerisation (linear polymers, cross-linked polymers, interpenetrating polymer network (IPN)) – all nail systems, ○ heat, light and energy (eg catalysts and initiators), ○ adhesion – preparation products, acid-based and acid-free primers, ○ permeability – porosity, ○ absorption, ○ exothermic reaction and causes (eg rapid curing), ○ shrinkage (mix ratio) – in gels and cyanoacrylates and the varying degree, ○ inhibition layer

HINTS AND TIPS

Embrace technical terms! Creating some key word cards might help you learn and remember them better.

You will also need to understand the principles of nail technology listed on page xvii.



The nail industry is constantly changing and evolving and so are the products we use. It is every nail tech's responsibility to ensure they have a good understanding of the chemicals they use and keep updated for the longevity of their business.

Jacqui Jefford, International judge and author



Radu Berca/Shutterstock.com

USEFUL WORDS

UNIT 335 CHEMISTRY OF NAIL PRODUCTS



Some terms that you will come across in this unit are explained below.

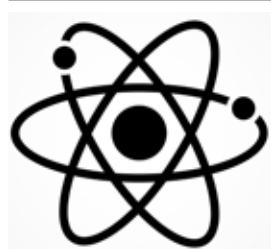
AHA

Alpha Hydroxy Acids, often used in skincare products.



Molecule

A group of two or more atoms linked together by sharing electrons in a chemical bond.



Atom

The smallest particle of a chemical element which can exist.

Neutralisation

A chemical reaction in which an acid and a base (or alkali) react with each other to form neutral products.

Polymerisation

Some small molecules join together to make very long molecules called polymers, often referred to as plastics. They have many different uses.

Compound

A substance formed when two or more chemical elements are chemically bonded together.

Toxicity

The degree to which a substance can damage an organism.



Covalent

Relating to the chemical bonds which are formed by the sharing of electrons between atoms.



Hypoallergenic

A substance designed to reduce or minimise the possibility of an allergic response.



Understanding the chemical make-up and process of products will help you to achieve strong, lasting nails.

Jo Brittle, Just Nails and a Little Beauty





SUPPLEMENTARY COMMENTS

UNIT 335 CHEMISTRY OF NAIL PRODUCTS

Use this space to record any comments or feedback you receive.

Comments

Date

HAS ALL TOPIC CONTENT BEEN COVERED?

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 104.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Candidate signature: _____

Date: _____

Assessor signature: _____

Date: _____

IQA signature (if sampled): _____

Date: _____







UNIT 336

GEL POLISH

NAIL SERVICES

Gel polish for nails is an increasingly popular system based on a hybrid between a gel and a polish. It harnesses the setting speed of a light curing polish and the durability of a gel and, when applied correctly, provides a glossy and long-lasting finish, which makes it very popular with clients. The purpose of this unit is to provide you with the skills and knowledge to be able to apply, maintain and remove gel polish. You will cover the techniques required for applying and removing gel polish safely and effectively, working with different products

and techniques to meet industry standards and ensure client satisfaction. The unit includes effective client preparation and consultation to produce appropriate service plans and prepares you for working in the industry. You will need to follow health and safety and hygiene procedures, minimise waste throughout your work, as well as understand the importance of maintaining personal appearance and demonstrating effective communication and consultation skills.



WHAT IS THIS UNIT ABOUT?

UNIT 336 GEL POLISH NAIL SERVICES

OPTIONAL

This unit has three outcomes.

Outcome 1
Prepare for gel polish services

Outcome 2
Provide gel polish services

Outcome 3
Provide product and service advice, evaluating the service



Gel polishes are at the forefront of the industry at the moment; there are so many brands to choose from and the nail art that you can achieve with it is limitless.

Jo Brittle, Just Nails and a Little Beauty



GETTING STARTED

Introduce yourself to the unit by asking yourself:

- What tools and equipment are used for a gel polish?
- Which legislations cover the provision of gel polish services in the salon?
- How can the natural nail shape affect the application of gel polish?
- What aftercare advice should be given following a service?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing for showcasing your practical abilities
- prepare yourself for working within the nail technology industry.



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 336 GEL POLISH NAIL SERVICES



TOPICS

Outcome 1

Prepare for gel polish services

- 1.1 Health and safety working practices
- 1.2 Environmental and sustainable working practices
- 1.3 Communication and behaviour
- 1.4 Consultation techniques including service objectives
- 1.5 Products, tools, equipment and consumables
- 1.6 Preparing themselves, client and work area for nail enhancement services

Outcome 2

Provide gel polish services

- 2.1 Advantages and disadvantages of gel polish
- 2.2 Gel polish finishes
- 2.3 Applying gel polish
- 2.4 Removing gel polish

Outcome 3

Provide product and service advice, evaluating the service

- 3.1 Give advice and recommendations
- 3.2 Record and evaluate the effectiveness of the service

HINTS AND TIPS

Cap and seal every layer to avoid shrinkage.



Use an orangestick to cleanse around the nail walls, cuticle area and free edge – this will avoid the gels from lifting and chipping.

Kruti Gandhi, Essie

essie
USA's nail salon expert. Since 1981.
PROFESSIONAL APPLICATION



UNIT PLANNER

UNIT 336 GEL POLISH NAIL SERVICES

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the unit assignment.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 336 GEL POLISH NAIL SERVICES



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Consultation

understand that following the consultation, need to understand the client's needs and establish the service objectives, to include: strengthen the nails, make the hands and nails aesthetically pleasing, suit an occasion

understand the client's needs and establish the service objectives to include: service objectives, strengthen the nails, to make the hands and nails aesthetically pleasing, to suit an occasion

Products, tools and equipment

understand when and how to select and prepare products to suit client service needs, skin types and nail conditions, to include: hand sanitiser, polish remover, dehydrator, natural nail and gel cleanser, cuticle oils, product remover, spray and liquid disinfectant, chemical sterilisation, gel basecoat, gel topcoat, high shine and matte finish, gel colour polish, soak-off builder gel

understand when and how to select and prepare tools to suit client service needs, skin types and nail conditions, to include: cuticle tools, grit files and buffers

understand when and how to select and prepare equipment to suit client service needs, skin types and nail conditions, to include: table, hand support, light, extraction, disinfectant jar, lined metal bin with a lid, autoclave, UV or LED lamp

understand when and how to select and prepare consumables to suit client service needs, skin types and nail conditions, to include: lint-free wipes, cotton wool, disposable table towels, foil, orangewood sticks

Advantages and disadvantages of gel polish

understand the advantages and disadvantages of gel polish, to include: advantages – high-shine, lightweight, flexible, non-porous, odour-free, disadvantages – cannot be infilled, costly due to UV and LED lamps

Products, finishes and techniques when providing gel polish services

understand the use of different products, finishes and techniques when providing gel polish services, to include: dark colour, light colour, French, design

understand that a specific soft gel can be used to strengthen or enhance the gel polish finish. Manufacturers' instructions should be followed

know that maintenance of gel polish can be carried out on some, but not all, systems and understand maintenance procedures, where applicable

This optional unit is assessed by means of an assignment. The assignment includes both theory and practical tasks. One overall grade will be provided, against criteria, for each optional unit. This assignment is externally set and internally marked.



Continues on next page

WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 336 GEL POLISH NAIL SERVICES



HINTS AND TIPS

Keep the application of gel polish ultra-thin and build the density of colour by applying additional coats.

You need to:

Advice and recommendations

- be able to recognise the difference between contra-actions and those which are a result of poor practice. Understand the action which should be taken if any of them occur, either during or after the service
- understand the following causes of contra-actions and their consequences and actions, to include: ○ product coming into contact with surrounding skin – the overlay will lift and will cause overexposure, ○ incorrect application of product – premature loss of overlay, lifting, damage to natural nail, ○ poor preparation of the natural nail – premature loss of overlay, lifting, damage to natural nail, bacterial infection, pseudomonas, ○ under/over-curing product – discolouration of product, cracking of product, unsetting of product, exothermic reaction

Contra-actions and actions to be taken

- bacterial infection – remove product and seek medical referral, if required,
- overexposure – remove the product and return for service after a minimum of ten days,
- exothermic reaction – remove from lamp, wait for reaction to cease and reapply under lamp,
- natural nail separation – remove product and allow area to heal, course of specialised manicure recommended (eg warm oil service),
- natural nail damage – remove product and allow area to heal, course of specialised manicure recommended (eg strengthening nail enamel),
- premature loss of overlay – reapply overlay,
- lifting of product – remove product and reapply,
- discolouration – remove discoloured product and reapply,
- allergic reaction – remove product and apply a cold compress, seek medical referral, if required,
- pseudomonas – remove product and reapply once the area is free from infection,
- cracks – remove product and reapply,
- breakages – remove product, if required repair natural nail and reapply,
- cuticle damage – ask the client to apply a cold compress until bleeding stops, if minor damage, continue treatment; seek medical referral if severe

You will also need to understand the principles of nail technology listed on page xvii.



WHAT DO YOU NEED TO COVER?

UNIT 336 GEL POLISH NAIL SERVICES



SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved for this unit. You need to:

Be able to apply gel polish, using products, tools, equipment and techniques to suit the client's service needs, nail and skin conditions. Take into consideration the following:

nail shape

nail condition

nail type (natural or enhancement)

product range

positioning of client and nail technician

working safely

techniques eg marbling, matte and shine, fading, ombré

any modification or adaptation to service

Be able to prepare the natural nail plate, to include:

cuticle work

filing of natural nail

buffing, if appropriate

dehydration

Be able to remove gel polish with consideration of the following:

nail type (natural or enhancement)

product used

positioning of client and nail technician

working safely

methods of removal eg wrap, soak, filing

ensuring nail is free from product and undamaged

effect on the nails and skin of the use of products and equipment



HINTS AND TIPS

Dot the colour around on your second coat to avoid uneven coverage.

USEFUL WORDS

UNIT 336 GEL POLISH NAIL SERVICES

Some terms that you will come across in this unit are explained below.

Aesthetic

The beauty of something.



Eczema

A condition that causes the skin to become itchy, red, dry and cracked.



Buffing

The act of polishing the nail in order to make the nails look more consistent and shiny.

Matte

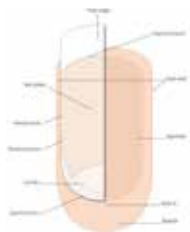
Polish which does not have a shine on it.

Non-porous

Does not allow liquid or air to pass through.

Ombre

An effect achieved when two or more colours blend in a gradient into each other on the nails.



Cuticle

The thin layer of dead skin at the base of the nail close to the eponychium.

Psoriasis

A condition that causes red, flaky, crusty patches of skin covered with silvery scales.



Dehydrator

Product which dissolves the oils in the nail allowing for a desirable nail surface and a better adhesion.



Gel polish, if removed correctly, shouldn't cause any damage to the natural nail. Always follow manufacturers' timings and recommended removal liquids. Forcing gel polish off with any form of implement will damage the surface of the nail plate, thus creating white spots on the nail.

Jo Brittle, Just Nails and a Little Beauty



SCOPE RECORD

UNIT 336 GEL POLISH NAIL SERVICES



Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Considerations

Record the factor that was considered during a gel polish nail service.

Nail shape	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail condition	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail type	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Product range	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Positioning of client and nail technician	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Working safely	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Techniques eg marbling, matte and shine, fading, ombre	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Any modification or adaption to service	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Prepare the natural nail plate

Record the technique that was used when preparing the natural nail plate.

Cuticle work	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Filing of natural nail	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Buffing (if appropriate)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Dehydration	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page

HINTS AND TIPS

Practice, practice and more practice is the key to becoming a good nail technician.



SCOPE RECORD (CONTINUED)

UNIT 336 GEL POLISH NAIL SERVICES

Yeko PhotoStudio/Shutterstock.com

Remove gel polish

Record the technique that was used during a removal treatment.

Nail type	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Product used	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Positioning of client and nail technician	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Working safely	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Methods of removal eg wrap, soak, filing	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Ensuring nail is free from product and undamaged	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Effect on the nails and skin from the use of products and equipment	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

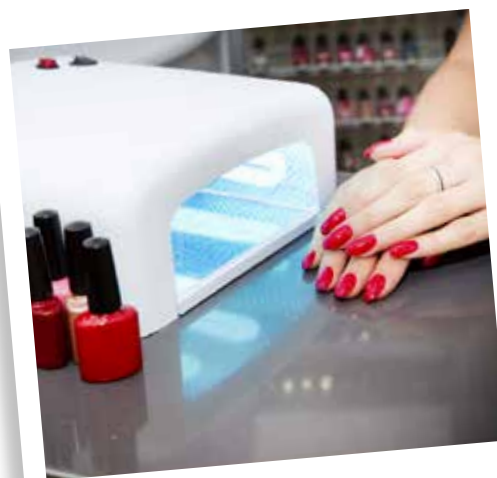
HINTS AND TIPS

Flash cure the nail when completing a nail design.



Offer homecare advice together with the retail products needed to achieve the ultimate results. Never assume the client does not want to buy, homecare advice is just an extension of the service they are receiving.

Susan Gerrard



Isantilli/Shutterstock.com

SUPPLEMENTARY COMMENTS

UNIT 336 GEL POLISH NAIL SERVICES



Use this space to record any workplace, employer or client comments.

Comments	Date

HAS ALL TOPIC CONTENT BEEN COVERED?

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 114.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Unit grade

Candidate signature: _____

Date: _____

Assessor signature: _____

Date: _____

IQA signature (if sampled): _____

Date: _____



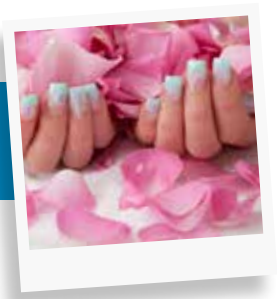


UNIT 337

CREATE AIRBRUSH DESIGNS FOR NAILS

Airbrush nail art is a growing and exciting area of the nail industry which gives technicians the opportunity to be creative and use their imaginations when coming up with intricate and elaborate designs to meet the needs of clients. Many wonderful nail art designs can be created using an airbrush, including freehand, masking and stencilling with various finishes, including matt and pearlescent. The purpose of this unit is for you to design and create nail art designs using airbrushing techniques to suit the client and occasion. The unit provides you

with the skills required for planning and applying these airbrush nail art designs. You will carry out a variety of designs and practise different techniques using a range of airbrushing products. The accurate use and maintenance of equipment is an essential aspect of this unit. The importance of maintaining effective health and safety, hygiene, maintaining personal appearance and demonstrating effective communication skills during consultation are also emphasised in the units.



WHAT IS THIS UNIT ABOUT?

UNIT 337 CREATE AIRBRUSH

DESIGNS FOR NAILS

OPTIONAL

This unit has three outcomes.

Outcome 1
Prepare for airbrushing nail services

Outcome 2
Apply designs to nail using airbrushing techniques

Outcome 3
Provide product and service advice, evaluating the service

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- What are the salon legislations covering the application of airbrush designs?
- How long does it take to apply a full set of airbrush nail designs?
- How long do airbrush nail designs last for?
- What aftercare is given following the application of airbrush nail designs?
- How do airbrush designs differ from freehand painting techniques?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing for showcasing your practical abilities
- prepare yourself for working within the nail technology industry.

HINTS AND TIPS

It's best practice to have a selection of your designs to show and advise your clients which are both practised and timed.



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 337 CREATE AIRBRUSH

DESIGNS FOR NAILS



TOPICS

Outcome 1

Prepare for airbrushing nail services

- 1.1 Health and safety working practices
- 1.2 Environmental and sustainable working practices
- 1.3 Communication and behaviour
- 1.4 Consultation techniques including service objectives
- 1.5 Product, tools, equipment and consumables
- 1.6 Prepare themselves, client and work area for airbrushing nail services

Outcome 2

Apply designs to nails using airbrushing techniques

- 2.1 Airbrush designs
- 2.2 Airbrush techniques
- 2.3 Maintaining airbrushing tools

Outcome 3

Provide product and service advice, evaluating the service

- 3.1 Give advice and recommendations
- 3.2 Record and evaluate the effectiveness of the service



HINTS AND TIPS

Proudly wear your own designs yourself! The best and cheapest way to advertise your own work.



UNIT PLANNER

UNIT 337 CREATE AIRBRUSH

DESIGNS FOR NAILS

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

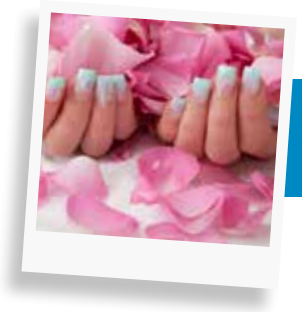
Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the unit assignment.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 337 CREATE AIRBRUSH

DESIGNS FOR NAILS



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Consultation

understand the client's needs and establish the service objectives to include: service objective: to complement nail enhancements (liquid and powder; light cured gel and hard gels), to suit an occasion, compliment a total look, to combine airbrush techniques pushing the boundaries in nail art design

understand how to recognise contra-indications to service, why they are a contra-indication and the action to take in each case. Understand why specific contra-indications should not be named when referring clients to a medical practitioner

contra-indications that prevent service: fungal infections, viral infections, bacterial infections (eg parasitic infections), severe skin conditions, severe nail separation, recent scar tissue

contra-indications that restrict service: eczema, psoriasis, dermatitis, minor nail separation, broken bones, unknown redness or swelling, damaged nails, thinning nails, diabetes, cuts and abrasions, bruises

understand that during the consultation the nail practitioner will need to prepare a service plan, to include: skin conditions – eczema, psoriasis, nail conditions – ridge, oily, dry, service adaptation – natural nail shape and length, appropriate airbrush application – block colour, stencilling, fading, appropriate airbrush application – block colour, stencilling, fading

Products, tools and equipment

understand when and how to select and prepare products to suit client service needs, skin types and nail conditions, to include: hand sanitiser, polish remover, cuticle oils, topcoat, spray disinfectant, chemical sterilisation, coloured polishes, base coat, acrylic or water-based paints in different finishes (eg opaque, pearlescent), airbrush paint-cleaning solution

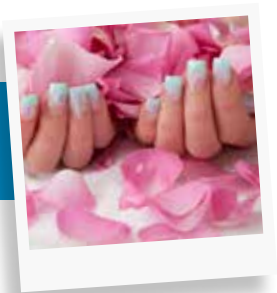
understand when and how to select and prepare tools to suit client service needs, skin types and nail conditions, to include: cuticle tools, grit files and buffers, scissors, masking tape, stencils – netting, frisket, lace, craft knife, cleaning brush

understand when and how to select and prepare equipment to suit client service needs, skin types and nail conditions, to include: table, hand support, airbrush gun, compressor, different sized needles/nibs, lidded cleaning pot

understand when and how to select and prepare consumables to suit client service needs, skin types and nail conditions, to include: lint-free wipes, disposable table towels, orangewood sticks, couch roll, cotton wool, disposable files, disposable masks

This optional unit is assessed by means of an assignment. The assignment includes both theory and practical tasks. One overall grade will be provided, against criteria, for each optional unit. This assignment is externally set and internally marked.

Continues on next page



WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 337 CREATE AIRBRUSH

DESIGNS FOR NAILS

Andrey_Popov/Shutterstock.com

You need to:

Contra-actions

○ recognise the difference between contra-actions and those which are a result of poor practice. ○ Understand the action which should be taken if any of them occur, either during or after the service

understand the following causes of contra-actions and their consequences and actions: ○ product coming into contact with surrounding skin – the finish will look untidy, ○ poor preparation of the nail – premature loss of airbrush design

understand the client's needs and establish the service objectives to include: service objective: ○ to complement nail enhancements (liquid and powder; light cured gel and hard gels), ○ to suit an occasion, ○ compliment a total look, ○ to combine airbrush techniques pushing the boundaries in nail art design

HINTS AND TIPS

Always work to manufacturers' instructions and never miss out base and top coat otherwise designs will not last.

Contra-actions and actions to be taken

○ bacterial infection – remove product and seek medical referral, if required, ○ overexposure – remove the product and return for service after a minimum of ten days, ○ damage to airbrush design – remove and reapply, ○ natural nail separation – remove product and allow area to heal, course of specialised manicure recommended (eg warm oil service), ○ natural nail damage – remove product and allow area to heal, course of specialised manicure recommended (eg strengthening nail enamel), ○ premature loss of airbrush design – reapply airbrush design, ○ discolouration – remove discoloured product and reapply, ○ allergic reaction – remove product and apply a cold compress, seek medical referral, if required, ○ pseudomonas – remove product and reapply once the area is free from infection, ○ cuticle damage – ask the client to apply a cold compress until bleeding stops, if minor damage, continue treatment; seek medical referral if severe

Advice and recommendations

○ emphasise that the following advice is likely to maximise the benefits of the service and reduce the risk of adverse effects or contra-actions

General advice and recommendations

○ avoidance of activities which may cause contra-actions (eg UV exposure, heat services), ○ time intervals between services, ○ present and future products and services, ○ homecare advice, ○ wearing gloves when carrying out manual work may improve the effectiveness of the service, ○ apply oil to the nails when required, ○ post-service restrictions – avoid touching the area

You will also need to understand the principles of nail technology listed on page xvii.

WHAT DO YOU NEED TO COVER?

UNIT 337 CREATE AIRBRUSH

DESIGNS FOR NAILS



SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved for this unit. You need to:

Consider the service objective:

complement nail enhancements (liquid and powder; light cured gel and hard gels)

suit an occasion

compliment a total look

combine airbrush techniques, pushing the boundaries in nail art design

Be able to apply airbrush designs to meet client requirements, to include:

French

fancy French

animal print

floral

rainforest

seasonal

abstract designs

Be able to adapt airbrush techniques to suit clients' nail shapes, and conditions:

airbrush techniques to include:

contouring

stencilling

masking

colour fading

blending

Be able to maintain airbrushing tools and equipment following:

services with consideration of methods of cleaning eg airbrush gun to be dismantled and cleaned thoroughly at the end of each service

disinfection, including chemical; sterilisation, including heat and radiation

storage as per manufacturer's instructions

servicing as per manufacturer's instructions

assembling/ disassembling of airbrush



USEFUL WORDS

UNIT 337 CREATE AIRBRUSH

DESIGNS FOR NAILS

Some terms that you will come across in this unit are explained below.



Dermatitis

A condition in which the skin becomes red, swollen and sore with small blisters, caused by irritation of the skin by an external agent or an allergic reaction.



Grit files

Files coated with a grit-like coarse surface. The lower the grit number the coarser the file.



Opaque

A product which is not transparent.

Pearlescent

Varnish with a sheen resembling that of a pearl.



Pseudomonas

Infections and diseases caused by a certain bacteria.

Service objective

The aim or desired end result of the service.

Stencilling

A device for applying a design to the nail.

SCOPE RECORD

UNIT 337 CREATE AIRBRUSH

DESIGNS FOR NAILS



Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Service objective

Record the service objective that was met during a treatment.

Complement nail enhancements	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
To suit an occasion	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Compliment a total look	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
To combine airbrush techniques, pushing the boundaries in nail art design	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Airbrush designs

Record the airbrush design that was used during a treatment.

French	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Fancy French	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Animal print	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Floral	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Rainforest	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Seasonal	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Abstract designs	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

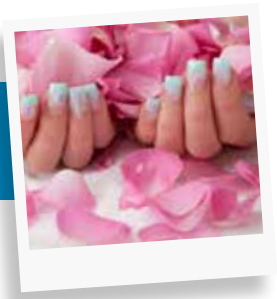
Continues on next page

HINTS AND TIPS

It is imperative to keep your air gun/brush clean at all times to save time, money and your reputation. If you are working with light and dark colours you may want to use two brushes at once as the time between cleaning can be halved.

SCOPE RECORD (CONTINUED)

UNIT 337 CREATE AIRBRUSH DESIGNS FOR NAILS



Andrey_Popov/Shutterstock.com

Airbrush techniques

Record the airbrush technique that was used during a treatment.

Contouring	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Stencilling	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Masking	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Colour fading	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Blending	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Maintaining airbrushing tools

Record the technique that was used during a maintenance treatment.

Assemble air gun	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Dismantle and clean airbrush gun	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Disinfection	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Storage	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Servicing	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:



Having won a Silver Olympic Medal in Las Vegas with Airbrushing I would say it is a versatile tool to have for any nail technician that allows a diverse range of nail art creations which can be expanded on to create hair and body art.

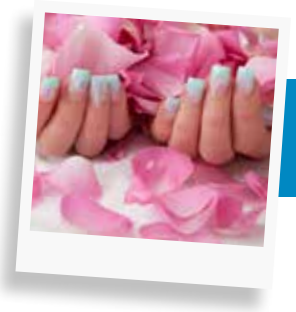
Jacqui Jefford, International judge and author



Andrey_Popov/Shutterstock.com

SUPPLEMENTARY COMMENTS

UNIT 337 CREATE AIRBRUSH DESIGNS FOR NAILS



Use this space to record any workplace, employer or client comments.

Comments

Date

HAS ALL TOPIC CONTENT BEEN COVERED?

Unit grade

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 128.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Candidate signature:

Date:

Assessor signature:

Date:

IQA signature (if sampled):

Date:





UNIT 338 NAIL WRAP ENHANCEMENT SYSTEMS

The purpose of this unit is to provide you with the skills and knowledge to be able to provide professional enhancements using wrap systems, to industry timings and standards. The unit covers application, maintenance, repair and removal of enhancements, using current techniques, skills and knowledge. Silk and fibreglass are thin meshes that become transparent when a liquid is applied over the top. These are the thinnest and most realistic looking nail services making them ideal for clients that prefer more natural-looking nails. They can also be used to repair

damaged natural nails to prevent nails from breaking any further. The unit also covers effective client communication and consultation techniques. These will enable you to plan a customised nail service to cosmetically improve, enhance or camouflage nails. You will explore how to maintain effective health and safety and hygiene procedures, and minimise waste while working. The unit will provide you with the knowledge and understanding of wrap enhancement services so that you can provide a diverse range of service procedures to suit client requirements.



WHAT IS THIS UNIT ABOUT?

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS

OPTIONAL

This unit has three outcomes.

Outcome 1

Prepare for nail wrap enhancement services

Outcome 2

Provide nail wrap enhancement services

Outcome 3

Provide product and service advice, evaluating the service

HINTS AND TIPS

Although perhaps one of the oldest systems on the market, be sure to recommend this service to your client if they are looking for a natural-looking result.



Wraps are the unsung hero of the nail industry. Great for creating thin natural looking nails for brides. They are fantastic for overlaying natural nails, repairing splits in the natural nail and so easy to remove. Probably the easiest system to master and one every nail technician should have in their kit.

Jacqui Jefford, International judge and author

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- Is it expensive to provide a wrap system?
- What are the benefits of using a wrap system?
- What is the difference between fibreglass and silk?
- What is the aftercare advice for nail wrap systems?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing to showcase your practical abilities
- prepare yourself for working within the nail technology industry.



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS



TOPICS

Outcome 1

Prepare for nail wrap enhancement services

- 1.1 Health and safety working practices
- 1.2 Environmental and sustainable working practices
- 1.3 Communication and behaviour
- 1.4 Consultation techniques including service objectives
- 1.5 Products, tools, equipment and consumables
- 1.6 Preparing themselves, client and work area for nail enhancement services

Outcome 2

Provide nail wrap enhancement services

- 2.1 Advantages and disadvantages of wrap systems
- 2.2 Apply nail enhancements including the techniques
- 2.3 Maintain nail enhancements
- 2.4 Repair nail enhancements
- 2.5 Remove nail enhancements

Outcome 3

Provide product and service advice, evaluating the service

- 3.1 Give advice and recommendations
- 3.2 Record and evaluate the effectiveness of the service

HINTS AND TIPS

Ensure you explain to the client the advantages of this treatment, notably that it does not damage the natural nail plate so it is a very good system for someone who wants to grow their natural nails.





UNIT PLANNER

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS

Image courtesy of City and Guilds

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the unit assignment.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Consultation

understand how to recognise contra-indications to service, why they are a contra-indication and the action to take in each case, understand why specific contra-indications should not be named when referring clients to a medical practitioner

contra-indications that prevent service: fungal infections, viral infections, bacterial infections (eg parasitic infections), severe skin conditions, severe nail separation, recent scar tissue

contra-indications that restrict service: eczema, psoriasis, dermatitis, minor nail separation, broken bones, unknown redness or swelling, damaged nails, thinning nails, diabetes, cuts and abrasions, bruises

understand that during the consultation the nail practitioner will need to prepare a service plan, to include: skin conditions – eczema, psoriasis, nail conditions – ridge, oily, dry, service adaptation – natural nail shape and length, appropriate wrap application – fibreglass/silk, tips, overlay, maintenance

understand the client's needs and establish the service objectives to include: lengthen the nails, strengthen the nails, to make the hands and nails aesthetically pleasing, to suit an occasion

Tools, products and equipment

understand when and how to select and prepare products to suit client service needs, skin types and nail conditions, to include: hand sanitiser, polish remover, dehydrator, cleanser, resin, activator, fibreglass, silk, oils, product remover, spray and liquid disinfectant, chemical sterilisation

understand when and how to select and prepare tools to suit client service needs, skin types and nail conditions, to include: cuticle tools, various grit files and buffers, high-shine buffers, scissors, tweezers

understand when and how to select and prepare equipment to suit client service needs, skin types and nail conditions, to include: table, hand support, light, extraction, disinfectant jar, lined metal bin with a lid, autoclave

understand when and how to select and prepare consumables to suit client service needs, skin types and nail conditions, to include: lint-free wipes, cotton wool, disposable table towels, orangewood sticks

[Continues on next page](#)

This optional unit is assessed by means of an assignment. The assignment includes both theory and practical tasks. One overall grade will be provided, against criteria, for each optional unit. This assignment is externally set and internally marked.



WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS

Image courtesy of City and Guilds

You need to:

Preparing yourself, client and work area for nail enhancement services

take responsibility for preparing yourself, the client and work area for the nail service, to include: presenting yourself appropriately (professional presentation as per industry code of practice – eg hair away from face and maintained clean nails, unobtrusive jewellery), greeting the client in a professional manner using appropriate consultation techniques to determine the service plan, complying with health and safety working practices, documenting information on client record, selecting products, tools and equipment to suit the service objectives, nail shape and conditions, obtaining signed informed consent to service

Advantages and disadvantages of wrap systems

understand the advantages and disadvantages of nail wrap systems, to include: advantages – natural-looking, thin, quick and easy to remove, disadvantages – durability, exothermic reaction, discolouration

Contra-actions

be able to recognise the difference between contra-actions and those which are a result of poor practice. Be able to understand the action which should be taken if any of them occur either during or after the service

understand the following causes of contra-actions and their consequences and actions: causes and consequences: product coming into contact with surrounding skin – the enhancement will lift and will cause overexposure, incorrect application of product – premature loss of enhancement, lifting, damage to natural nail, poor preparation of the natural nail – premature loss of enhancement, lifting, damage to natural nail, bacterial infection, pseudomonas, under/over-curing product – discolouration of product, cracking of product, unsetting of product, exothermic reaction

Continues on next page



Image courtesy of City & Guilds

WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS



You need to:

contra-actions and actions to be taken: ○ bacterial infection – remove product and seek medical referral, if required, ○ overexposure – remove the product and return for service after a minimum of ten days, ○ exothermic reaction – wait for reaction to cease and continue the service, ○ natural nail separation – remove product and allow area to heal, course of specialised manicure recommended (eg warm oil service), ○ natural nail damage – remove product and allow area to heal, course of specialised manicure recommended (eg strengthening nail enamel), ○ premature loss of enhancement – reapply enhancement, ○ lifting of product – carry out maintenance service, ○ discolouration – remove discoloured product and reapply, ○ allergic reaction – remove product and apply a cold compress; seek medical referral, if required, ○ pseudomonas – remove product and reapply once the area is free from infection, ○ cracks – carry out a maintenance service, ○ breakages – carry out a maintenance service, ○ cuticle damage – ask the client to apply a cold compress until bleeding stops, if minor damage, continue treatment; seek medical referral if severe

Advice and recommendations

○ be able to recognise the importance of, and provide, general and client-specific advice and recommendations on completion of a service.
○ Need to emphasise that the following advice is likely to maximise the benefits of the service and reduce the risk of adverse effects or contra-actions

general advice and recommendations: ○ avoidance of activities which may cause contra-actions (eg UV exposure, heat services), ○ time intervals between services, ○ present and future products and services, ○ homecare advice, ○ wearing gloves when carrying out manual work may improve the effectiveness of the service, ○ apply oil to the nails daily when required, ○ post-service restrictions: avoid touching the area

HINTS AND TIPS

If you spray the activator too close to the hand or apply too much, the client might feel a sensation of heat. When you are spraying activator, allow a distance of 30cm between the product and the natural nail.





WHAT DO YOU NEED TO COVER?

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS

Image courtesy of City and Guilds

SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved for this unit. You need to:

Establish the service objectives, to include:

lengthen the nails

strengthen the nails

make the hands and nails aesthetically pleasing

suit an occasion

Be able to apply nail enhancements, using products, tools, equipment and techniques to suit the client's service needs, nail and skin conditions taking into consideration:

nails shape

nail condition

Be able to prepare the natural nail plate, to include:

cuticle work

filing of natural nail

buffing, if appropriate

dehydration

Be able to apply the following:

tips (manual blending, avoiding any nail damage)

Be able to apply the following:

silk

fibreglass

Be able to maintain wrap nail enhancements, to include:

infill

rebalance

replacement of overlay

repair of overlay

Be able to repair natural nails, to include:

cracks

breakages

splits

Be able to remove wrap systems, to include:

chemical removal



Image courtesy of City & Guilds

USEFUL WORDS

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS



Some terms that you will come across in this unit are explained below.



Contra-indication
Condition which may restrict or prevent the service.



Discolouration
Undesired change of colour.

Durability

The ability to withstand wear, pressure or damage.

Exothermic reaction

Chemical reaction that releases energy, either by light or heat.

Fibreglass

Type of nail wrap that is made from fibreglass and applied to the nail for extra reinforcement.

Nail separation

Medically known as onycholysis, a condition that results in a white appearance on the affected part of the nail.

Overlay

Products applied on top of fingernails or toenails to make the nails stronger and less prone to breaking.



Silk

Type of nail wrap that is made from thin silk and applied to the nail for extra reinforcement.

SCOPE RECORD

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS



Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Service objectives

Record the service objectives that were met during a treatment.

Lengthen the nails	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Strengthen the nails	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
To make the hands and nails aesthetically pleasing	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
To suit an occasion	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Apply nail enhancements

Record the nail shape and conditions that were taken into consideration during a client consultation.

Nail shape	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Nail condition	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Prepare natural nail plate

Record the technique that was used to prepare the natural nail plate.

Cuticle work	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Filing of natural nail	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Buffing (if appropriate)	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Dehydration	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page

SCOPE RECORD (CONTINUED)

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS



Image courtesy of City and Guilds

Application

Record the application techniques that were used during a treatment.

Tips	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Silk	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Fibreglass	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Maintain wrap nail enhancements

Record the techniques that were used during a maintenance treatment.

Infill	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Rebalance	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Replacement of overlay	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Repair of overlay	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Repair natural nails

Record each type of damage that was repaired during a treatment.

Cracks	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Breakages	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Splits	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Remove wrap systems

Record the technique that was used during a removal treatment.

Chemical removal	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
------------------	--------------------------------------	--------------------------------------	--------------------------------------



HINTS AND TIPS

A full set of nails should be removed at least every 3 months and a new set applied to allow the natural nail to breathe and rehydrate.

Image courtesy of City & Guilds



SUPPLEMENTARY COMMENTS

UNIT 338 NAIL WRAP

ENHANCEMENT SYSTEMS

Image courtesy of City and Guilds

Use this space to record any workplace, employer or client comments.

Comments

Date

HAS ALL TOPIC CONTENT BEEN COVERED?

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 142.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Unit grade

Candidate signature:

Date:

Assessor signature:

Date:

IQA signature (if sampled):

Date:







UNIT 339

COMPETITION WORK FOR THE NAIL INDUSTRY

The purpose of this unit is for you to understand the preparation required and considerations to take when competing in nail competitions. Nail competitions have become increasingly important within the nail industry. Competing can help improve organisation and techniques, which can then be applied in the salon, while winning can dramatically enhance a technician's reputation and career prospects both in the UK and Internationally. The unit covers the considerations to be made when deciding which competitions to enter, the logistics of planning for

competitions and how to develop and showcase an original nail art theme with consideration of hair, make-up and costume. The unit also looks at the importance of evaluating and reflecting on competition performance and using constructive criticism to grow personally and professionally. You will have the opportunity to explore how to carry out nail enhancements and nail art to competition standards. You will understand how competitions can help with your advancement in the nail industry and practise the skills you need to become a winner.



WHAT IS THIS UNIT ABOUT?

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY

OPTIONAL

This unit has three outcomes.

Outcome 1
Understand preparation requirements for competitions

Outcome 2
Carry out nail services to competition standard

Outcome 3
Evaluate competition results

HINTS AND TIPS

Competing is one of the best ways to improve your skills in the salon, challenge yourself and stretch your capabilities.



Fashion is a great influencer for competitions and when choosing your theme. Have a look at the latest collections and how you can incorporate this into nail designs.

Kruti Gandhi, Essie

essie
USA's nail salon expert. Since 1981.
PROFESSIONAL APPLICATION

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- What types of competitions are available to enter?
- What are the criteria for entering competitions?
- What are the differences between competition nails and salon nails?
- How can entering competitions help career development?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing to showcase your practical abilities
- prepare yourself for working within the nail technology industry.



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY



TOPICS

Outcome 1

Understand preparation requirements for competitions

- 1.1 Working safely under competition conditions
- 1.2 Planning for competitions
- 1.3 Preparing self and model for competitions
- 1.4 Researching themes for nail art
- 1.5 How competitions can further career options

Outcome 2

Carry out nail services to competition standard

- 2.1 Apply nail enhancements to competition standard
- 2.2 Applying nail art to competition standard

Outcome 3

Evaluate competition results

- 3.1 Factors to consider when evaluating competition results
- 3.2 Evaluate competition results



HINTS AND TIPS

Make a list of equipment, tools and products and tick them off as you pack your kit. Be organised and ask your tutor or model to help you check you have everything you need.

HINTS AND TIPS

Always make sure you have all of your paperwork, such as client record cards, and that you work safely. The judges look at everything including whether a product is on the skin or there is debris under the nail when you are finished. Every single half a point can be the difference to a win or lose situation. Attention to detail is what a competition is about and sets you apart from everyone else.





UNIT PLANNER

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the unit assignment.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY

Trinet-Uzum/Shutterstock.com



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Planning for competitions

understand the importance of research when planning to enter competitions. Be able to evaluate competition criteria in order to make an informed choice about which competitions to enter

competition criteria: type of competition – local, national, category, level, entry criteria – rules and regulations of competition, timings, locations and when competitions are held, who are the judges and what are they looking for? current and previous winners and how winning has helped their careers, skills needed to compete, organisation involved in planning for a competition – travel, costs, kit, checking model availability, qualities of a good model for nail enhancements eg patience, physical characteristics, sources of advice and help – tutors, mentors, other professionals, importance of practising skills, preparation of own and model's nails before competition

Preparing self and model for competitions

understand why preparation is critical and what aspects should be considered when preparing themselves and model for nail enhancement competition and their potential impact, to include: planned travel to the venue, costs – entry fee, travel costs, products used, specific completion rules and regulations, who are the judges and what are they looking for? equipment – what organisers will provide, what tools and products need to be taken, will a metal lined bin be provided? product labelling, natural nails of model – long nail bed, parallel side walls, no damage, preparation of model's nails before competition, model's awareness of expectations, dress code, including branding, completion of client consultation card/service plan, if required, timings for awards and judges' feedback, checks and checklists to ensure preparation eg spare products and tools

This optional unit is assessed by means of an assignment. The assignment includes both theory and practical tasks. One overall grade will be provided, against criteria, for each optional unit. This assignment is externally set and internally marked.

[Continues on next page](#)



When doing competition work, always look for a model with long nail beds and well cared-for hands with little or no marks on the skin.

Jo Brittle, Just Nails and a Little Beauty





WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY

Trinet Uzum/Shutterstock.com

HINTS AND TIPS

Choosing the right model for competing makes all the difference to the finished nails.

You need to:

Researching themes for nail art

understand how to research themes for nail art competition and considerations to be made when planning and presenting nail art techniques and step-by-steps, to include: researching themes of previous winners, whether a theme is achievable, originality of theme, costings, nail art mediums used within a design, nail art techniques used for the design, length and shape of tips, presentation of finished nails, presentation of step-by-steps, sources of information on make-up, hair and costumes, referencing sources, including other professionals in the showcase

How competitions can further career options

understand that competition work could lead to work within the media industry using design skills with professionals such as editors, photographers and stylists. Understand how the results of competitions can be applied for future growth with consideration of: potential benefits to the salon and future clients, possibilities for using experiences for marketing and advertising, other competition opportunities, where competition work can lead to within the nail industry, how a portfolio of competition work could impact future employment opportunities, what levels of competition are available once a winner

Evaluate competition results

be able to take constructive criticism and understand that this is part of growing professionally and the learning process

You will also need to understand the principles of nail technology listed on page xvii.

HINTS AND TIPS

Be confident and smile.

WHAT DO YOU NEED TO COVER?

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY



SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved for this unit. You need to:

Be able to apply nail enhancements to a model:

safe working practices

competition timing

product choice

comfort of model

colour, finish and length required

product neatness around cuticles with no damage to the skin

underside of tip/sculpt being clean with no product leakage

sidewalls fitting perfectly with no product on the skin

no shadows or air bubbles in the product

stress point (apex/arch) position

completing consultation card/service plan

Be able to apply nail art to a set of tips under competition conditions:

methods of showcasing tips eg box, book with step-by-step, model

choice of theme

nail art techniques eg 2D, 3D, embedding, alternative nail shapes, colour blending, colour fading, marbling, freehand painting, airbrushing, decals, embellishments

products and tools used

ensuring nail art is neat, tidy and designs can be seen clearly

ensuring step-by-step has relevant information, as per the competition criteria, to include:

- hair
- make-up
- costume
- props

including pictorial evidence of final theme

Be able to evaluate own work with consideration of:

methods of seeking feedback eg from tutors, mentors, judges

evaluation of finished product against competition criteria

comparing competition first, second and third places for differences

identifying skills to be improved for future competitions

HINTS AND TIPS

A really good way of learning is to look at other competitors' finished work, especially winners.





SCOPE RECORD

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY

Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Record the service objective that was met during each treatment.

Apply nail enhancements to competition standard

Safe working practices	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Competition timing	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Product choice	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Comfort of model	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Colour, finish and length required	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Product neatness around cuticles with no damage to the skin	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Underside of tip/sculpt being clean with no product leakage	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Sidewalls fitting perfectly with no product on the skin	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
No shadows or air bubbles in the product	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Stress point (apex/arch) position	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Completing consultation card/service plan	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page



I have won high profile competitions that have brought me great work, rewards, travel and fantastic opportunities. As an employer I would always look closer at the nail techs that had entered nail comps as potential employees. You don't have to be a winner just a competitor to show clients, potential employers and other professionals that you are prepared to push yourself that little bit further.

Jacqui Jefford, International judge and author

HINTS AND TIPS

Practise your design before the competition to make sure the timing and technique are spot on.

SCOPE RECORD (CONTINUED)

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY



Trinet-Uzum/Shutterstock.com

Apply nail art to competition standard

Record the standard that was met during a nail art competition.

Methods of showcasing tips	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Choice of theme	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Nail art techniques eg 2D, 3D, embedding, alternative nail shapes, colour blending, colour fading, marbling, freehand painting, airbrushing, decals, embellishments	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Products and tools used	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Ensuring nail art is neat, tidy and design can be seen clearly	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Ensuring step-by-step has relevant information as per the competition criteria, to include: hair, make-up, costume, props	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Including pictorial evidence of final theme	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:

Evaluate competition results

Record the evaluation technique that was used after a nail art competition.

Methods of seeking feedback	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Evaluation of finished product against competition criteria	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Comparing competition first, second and third places for differences	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Identifying skills to be improved for future competitions	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:



SUPPLEMENTARY COMMENTS

UNIT 339 COMPETITION WORK

FOR THE NAIL INDUSTRY

Use this space to record any workplace, employer or client comments.

Comments

Date

HAS ALL TOPIC CONTENT BEEN COVERED?

Unit grade

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 158.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Candidate signature:

Date:

Assessor signature:

Date:

IQA signature (if sampled):

Date:







UNIT 340

ENHANCING NAILS USING ELECTRIC FILES

Electric files are used in the nail industry for a number of different uses, including to refine and buff nail enhancements. Used correctly, electric files can greatly improve and speed-up nail enhancement services. The unit covers consultation, planning and preparing for using electric files, as well as the maintenance required for electric file handpieces and attachments. The purpose of this unit is to be able to apply safe and appropriate use of an electric file when maintaining and finishing nail enhancements. You will have the opportunity to use

electric files to prepare and finish nail overlays, with consideration of the importance of maintaining effective health, safety and hygiene procedures while working. You will explore the industry requirements for maintaining personal appearance and learn how to demonstrate effective communication. Consideration will also be made to the potential risks and dangers associated with the incorrect use of electric files, the aftercare that should be provided and evaluation that should be made following services.



WHAT IS THIS UNIT ABOUT?

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES

OPTIONAL

This unit has three outcomes.

Outcome 1
Prepare to use electric nail files

Outcome 2
Maintain and finish nail overlays using electric files

Outcome 3
Provide product and service advice, evaluating the service

HINTS AND TIPS

The electric file does 80% of the work, the rest is the technician manoeuvring it.

HINTS AND TIPS

Be confident when using your e-file and always have three points of contact.

GETTING STARTED

Introduce yourself to the unit by asking yourself:

- What are the legislations relating to electric filing?
- What are the health and safety considerations when using electric files?
- Can electric files be used for maintenance services?
- What different bits can be used when electric filing?

Following your journey through this unit you will have the opportunity to reflect on your performance, action plan for further development and explore linking nail services together in order to:

- maximise client satisfaction
- meet service objectives
- explore the concept of preparing to showcase your practical abilities
- prepare yourself for working within the nail technology industry.



WHAT IS THIS UNIT ABOUT? (CONTINUED)

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES



TOPICS

Outcome 1

Prepare to use electric nail files

- 1.1 Health and safety working practices
- 1.2 Environmental and sustainable working practices
- 1.3 Communication and behaviour
- 1.4 Consultation techniques including service objectives
- 1.5 Products, tools, equipment and consumables
- 1.6 Prepare self, client and work area for nail enhancement services
- 1.7 Risks when using electric nail files

Outcome 2

Maintain and finish nail overlays using electric files

- 2.1 Use electric nail file attachments
- 2.2 Use electric nail file techniques
- 2.3 Maintain electric nail file equipment

Outcome 3

Provide product and service advice, evaluating the service

- 3.1 Give advice and recommendations
- 3.2 Record and evaluate the effectiveness of the service



HINTS AND TIPS

When filing with an electric file it is important to lift the hand piece off the nail on completion of every stroke.



UNIT PLANNER

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES

Image courtesy of beauty concepts

Complete the 'What I know' and 'What I want to learn' sections before you begin this unit to help you plan your learning.

What I know

What I want to learn

Complete the 'What I have learnt' section at the end of the unit. This reflection will enable you to apply your skills and knowledge as part of the unit assignment.

What I have learnt

WHAT DO YOU NEED TO KNOW?

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES



This section gives details of what you need to know to ensure all the learning outcomes for this unit can be achieved. Tick the sentences below when are you confident you fully understand these areas.

You need to:

Consultation

understand how to recognise contra-indications to service, why they are a contra-indication and the action to take in each case.

contra-indications that prevent service: fungal infections, viral infections, bacterial infections (eg parasitic infections), severe skin conditions, severe nail separation, recent scar tissue

contra-indications that restrict service: eczema, psoriasis, dermatitis, minor nail separation, broken bones, unknown redness or swelling, damaged nails, thinning nails, diabetes, cuts and abrasions, bruises

understand that during the consultation the nail practitioner will need to prepare a service plan, to include: skin condition – eczema, psoriasis, nail condition – ridge, oily, dry, service adaptation – natural nail shape and length, appropriate file bite for service – removal, maintenance

understand the client's needs and establish the service objectives to include: remove enhancements, finish file enhancements, file or e-file in preparation for maintenance

Tools and equipment

understand when and how to select and prepare tools to suit client service needs, skin types and nail conditions, to include: cuticle tools, various grit files and buffers, high-shine buffers

understand when and how to select equipment to suit client service needs, skin types and nail conditions, to include: table, hand support, light, extraction, disinfectant jar, lined metal bin with a lid, autoclave, electric file, electrical file bits, associated techniques, RPM speed and direction, carbide/diamond bit, backfill bit, mandrel and sanding bands, under-nail cleaner bit

Prepare self, client and work area for nail enhancement services

take responsibility for preparing yourself, the client and work area for the nail service, in accordance with health and safety legislation and industry guidelines, to include: present yourself appropriately – professional presentation as per industry code of practice (hair away from face and maintained clean nails, unobtrusive jewellery), greet the client in a professional manner using appropriate consultation techniques to determine the service plan, comply with health and safety working practices, document information on client's record, select products, tools and equipment to suit the service objectives, nail shape and conditions, obtain signed informed consent to service

This optional unit is assessed by means of an assignment. The assignment includes both theory and practical tasks. One overall grade will be provided, against criteria, for each optional unit. This assignment is externally set and internally marked.

Continues on next page



WHAT DO YOU NEED TO KNOW? (CONTINUED)

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES

Image courtesy of beauty concepts

You need to:

Risks when using electric nail files

understand the potential risks and dangers associated with the use of electric nail files, to include: ○ the effect of using incorrect speed, ○ direction and angle of file, ○ not to use on the natural nail

Contra-actions

understand the following causes of contra-actions and their consequences and actions: ○ incorrect use of e-file – blistering, ○ heat friction, ○ thinning of the nail plate, ○ cuts and abrasions

contra-actions and actions to be taken: ○ blistering – stop the treatment, apply a cold compress, seek medical referral, if required, ○ heat friction – stop the treatment, check and adjust the setting on the electric nail file, change position of the electric nail file on the nail. If severe, move on to the next nail, giving the nail time to recover or stop the treatment, apply a cold compress, seek medical referral, if required, ○ thinning of the nail plate – stop using the electric file as part of the enhancement services; if required, use a handheld file to complete the treatment. If severe remove product and allow area to heal, course of specialised manicure recommended (eg strengthening nail enamel), ○ cuts and abrasions – ask the client to apply a cold compress until bleeding stops. If minor damage, continue treatment, seek medical referral, if severe

○ recognise the importance of, and provide, general and client-specific advice and recommendations on completion of a service. ○ Emphasise that the following advice is likely to maximise the benefits of the service and reduce the risk of adverse effects or contra-actions

general advice and recommendations: ○ avoidance of activities which may cause contra-actions (eg UV exposure, heat services), ○ time intervals between services, ○ present and future products and services, ○ homecare advice, ○ wearing gloves when carrying out manual work may improve the effectiveness of the service, ○ apply oil to the nails when required, ○ post-service restrictions: avoid touching the area

You will also need to understand the principles of nail technology listed on page xvii.

WHAT DO YOU NEED TO COVER?

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES



SCOPE OF CONTENT

This section gives details of the scope of content you need to cover to ensure that all the learning outcomes can be achieved for this unit. You need to:

Be able to select and use appropriate electric file bits for services, following manufacturers' instructions, to include:

carbide or diamond bit
backfill bit
mandrel and sanding bands
under-nail cleaner bit

Be able to select and use the appropriate file technique for service, to include:

reducing length
refining surfaces
thinning out the free edge
buffing
reducing overlay bulk
cutting out smile line

Be able to maintain electric nail filing equipment:

following services, with consideration of methods of cleaning eg removal of dust build-up, disinfection and sterilisation of metal

bits as required

storage as per manufacturers' instructions

disposing of contaminated waste eg disposable sanding bands

servicing as per manufacturer's instructions



HINTS AND TIPS

Try and keep your work station clean and tidy as you go.

USEFUL WORDS

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES

Some terms that you will come across in this unit are explained below.

Abrasions

An injury caused by something that rubs or scrapes against the skin.



Eczema

A condition that causes the skin to become itchy, red, dry and cracked.



Autoclave

A machine used to sterilise equipment.

Backfill

Fill on French manicure, carried out with an electric file which files down the surface of the nail so the smile line can be recreated.



Mandrel

The shaft or spindle to which a tool is attached and the means by which it is rotated.

Psoriasis

A condition that causes red, flaky, crusty patches of skin covered with silvery scales.



Carbide

Bit head which has flutes cut into it that provide the cutting power.



When choosing your electric file, be sure to pick one with little or no vibration on the hand piece and low noise.

Jo Brittle, Just Nails and a Little Beauty



HINTS AND TIPS

Keep a small dappen dish of acetone on your desk to clean stubborn acrylic from your e-file bits before you disinfect them.

SCOPE RECORD

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES



Use this section to track your coverage of the scope of content for this unit. Tick, date and sign each time you practise the skills listed below.

Use electric nail file attachments

Record the attachments that were used during a treatment.

Carbide or diamond bit	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Backfill bit	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Mandrel and sanding bands	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Under-nail cleaner bit	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Use electric nail file techniques

Record the file techniques that were used during a treatment.

Reducing length	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Refining surfaces	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Thinning out the free edge	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Buffing	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Reducing overlay bulk	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:
Cutting out smile line	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:	<input type="checkbox"/> Date: Sign:

Continues on next page

HINTS AND TIPS

If you find that the edges of the bit are sharp, they can be smoothed by running a low grit file on the edge with the machine running on a low speed.



SCOPE RECORD (CONTINUED)

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES



Image courtesy of beauty concepts

Maintain electric nail file equipment

Record the maintenance techniques that were used during a treatment.

Methods of cleaning	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Storage as per manufacturer's instructions	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Disposing of contaminated waste	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:
Servicing as per manufacturer's instructions	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:	<input type="radio"/> Date: Sign:



Gordana Sermek/Shutterstock.com

HINTS AND TIPS

Ensure you read the manufacturers' instructions when using any equipment in the salon to keep safe.

SUPPLEMENTARY COMMENTS

UNIT 340 ENHANCING NAILS

USING ELECTRIC FILES



Use this space to record any workplace, employer or client comments.

Comments	Date
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

HAS ALL TOPIC CONTENT BEEN COVERED?

This section must be signed when all the topic content has been covered. Remember to fill in the 'What I have learnt' section on page 172.

We confirm that this evidence is authentic and the assessments were conducted under specified conditions and that all the performance criteria, range and essential knowledge requirements have been met for this unit.

Unit grade

Candidate signature: _____

Date: _____

Assessor signature: _____

Date: _____

IQA signature (if sampled): _____

Date: _____





MORE INFORMATION

HEALTH AND SAFETY AND OTHER LEGISLATION



It is essential to know your responsibilities for health and safety as defined by any specific legislation covering your job role. The following are the principal items of legislation which apply to general nail bar operations and, therefore, to employers and employees/trainees alike:

- Health and Safety at Work Act.
- The Reporting of Injuries, Diseases and Dangerous Occurrence Regulations (RIDDOR).
- The Health and Safety (First Aid) Regulations.
- The Regulatory Reform (Fire Safety) Order.
- The Manual Handling Operations Regulations.
- The Control of Substances Hazardous to Health (COSHH) Regulations.
- The Electricity at Work Regulations.
- The Environmental Protection Act.
- The Management of Health and Safety at Work Regulations.
- The Health and Safety (Information for Employees) Regulations.
- Data Protection Act.
- Working Time Directives.
- Cosmetic Products Regulations.
- Sale of Goods Act.
- Distance Selling Regulations (note: replaced June 2014 by Consumer Contracts Regulations).
- Trade Descriptions Act.
- Consumer Protection legislation.
- Disability Discrimination Act.



ENVIRONMENTAL AND SUSTAINABLE WORKING PRACTICES

Ruslan Ivanov/Shutterstock.com



You must know the different types of working methods that promote environmental and sustainable working practices. These form part of the knowledge range required for your qualification.

- 1 Reducing waste and managing waste (recycle, reuse, safe disposal).
- 2 Reducing energy usage (energy efficient appliances, low energy lighting, utilising solar panels).
- 3 Reducing water usage and other resources.
- 4 Preventing pollution.
- 5 Using disposable items.
- 6 Using recycled, eco friendly furniture.
- 7 Using low chemical paint.
- 8 Using organic and allergy free nail products.
- 9 Using ultra-low ammonia hair colourants.
- 10 Using environmentally friendly product packaging.
- 11 Choosing responsible domestic products (Fairtrade tea and coffee).
- 12 Encouraging carbon reducing journeys to work.

Valua Vitally/Shutterstock.com



Robert Przybylski/Shutterstock.com



GLOSSARY OF TERMS



CHEW WS/Shutterstock.com

Abrasions

An injury caused by something that rubs or scrapes against the skin.



DragonImages



Associate

An independent (often self-employed) person working as if directly employed by a company.

Ruslan Ivantsov/Shutterstock.com

Jessica Cosmetics



Advertising

Forms of communication with the purpose of persuading the client to buy.



Atom

The smallest particle of a chemical element which can exist.

goodzone/Shutterstock.com

Elena Elisseeva/Shutterstock.com



Aesthetic

The beauty of something.

Autoclave

A machine used to sterilise equipment.

warpatorn/Shutterstock.com

AHA

Alpha Hydroxy Acids, often used in skincare products.



Avant-garde

New and experimental ideas and methods.

Backfill

Fill on French manicure, carried out with an electric file which files down the surface of the nail so the smile line can be recreated.



Ballerina/coffin

Nails filed into the shape of a ballerina shoe/coffin.

Analogous

To show an analogy or a likeness that permits one to draw an analogy.

asu/Shutterstock.com



Apex

The apex is the highest or thickest point of a nail enhancement. It may be created using acrylic or gel and is best viewed from the side. Adds to the strength and beauty of the finished look.

Body language

Non-verbal communication, for example, gestures, facial expressions, eye contact and postures. This is useful to use when selling, to inspire trust in the client. Also be aware of the client's body language, to gauge what they are thinking.



Buffing

The act of polishing the nail in order to make the nails look more consistent and shiny.

Oleksandr Gudenko



Buying signal

A comment from a client, which indicates that they are thinking about buying your product or service. The most common buying signal is the question:

‘How much is it?’ Others are questions or comments such as: ‘What sizes does it come in?’ Surprisingly, ‘It’s too expensive’ or ‘I already have a similar product at home’ are also buying signals!

Carbide

Bit head which has flutes cut into it that provide the cutting power.



Clientele

A group or body of clients/customers that is strategically targeted by a business.

Closed question

A question that generally prompts an answer of either ‘yes’ or ‘no’.

Closing the sale

Gaining agreement from the client to buy.



Compound

A substance formed when two or more chemical elements are chemically bonded together.



Contra-indication

Condition which may restrict or prevent the service.

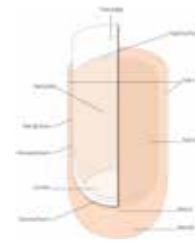
Covalent

Relating to the chemical bonds which are formed by the sharing of electrons between atoms.



CPD

Continuous professional development.



Cuticle

The thin layer of dead skin at the base of the nail close to the eponychium.

Dehydrator

Product which dissolves the oils in the nail allowing for a desirable nail surface and a better adhesion.



Dermatitis

Condition in which the skin becomes red, swollen and sore with small blisters, caused by irritation of the skin by an external agent or an allergic reaction.

Dermis

The lower or inner layer of the two main layers of cells which make up the skin.



Discolouration

Undesired change of colour.

Durability

The ability to withstand wear, pressure or damage.



Eczema

A condition that causes the skin to become itchy, red, dry and cracked.



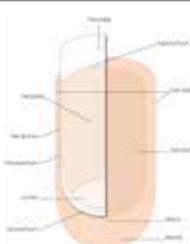
Afitz/Shutterstock.com



Yokodesign/Shutterstock.com



City and Guilds



Ethos

The characteristic spirit of a business which manifests itself into the business' attitudes and aspirations.

Exothermic

Chemical reaction that releases energy either by light or heat.

FABs

This stands for Features, Advantages and Benefits and relates to the links between a product's description, its advantages over others, and the benefit the customer will get from using it.

Fascia

A soft connective tissue below the skin which wraps and connects the muscles, bones, nerves and blood vessels of the body together.

Fibreglass

Type of nail wrap that is made from fibreglass and applied to the nail for extra reinforcement.

Embedding

To encase an object within a nail product.

Kinga

Forecast

A calculation or estimation of future events or trends.



Ruslan Ivantsov/Shutterstock.com



bmf-foto.de/Shutterstock.com

Grit files

Files coated with a grit-like coarse surface. The lower the grit number the coarser the file.



Shpak Anton/Shutterstock.com

Hypoallergenic

A substance designed to reduce or minimise the possibility of an allergic response.

Hypodermis

The hypodermis or 'subcutaneous layer' lies between the dermis and the underlying tissues and organs of the body.

Hyponychium

The area of skin between the fingertip and the nail plate. This part of the nail acts as a waterproof barrier to stop bacteria from going under the nail plate and causing infection or damage.

Imprinting

Design which is impressed or stamped on a surface.

Infill

Filling in the gap at the bottom of the nail to cover up any nail growth.



White78/Shutterstock.com

Lipstick

Nails filed to have a diagonal slant at the tips.

Mandrel

The shaft or spindle to which a tool is attached and the means by which it is rotated.

Matte

Polish which does not have a shine on it.

Molecule

A group of two or more atoms linked together by sharing electrons in a chemical bond.



Monochromatic

Colours are all the colours of a single hue (a particular colour).

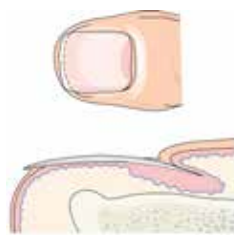


Monomer liquid

Helps with the formation of acrylic due to its reaction with polymer powder. Monomers contained in the liquid are microscopic chemical units that react together when mixed with chemicals in the powder.

Nail bed

The skin beneath the nail plate made of two types of tissues: the deeper dermis and the epidermis.



Nail separation

Medically known as onycholysis, a condition that results in a white appearance on the affected part of the nail.

Neutralisation

A chemical reaction in which an acid and a base (or alkali) react with each other to form neutral products.

Non-porous

Does not allow liquid or air to pass through.



Objection

An objection can be seen as the client putting up resistance to buying the product. A good salesperson will be able to recognise if the objection

is valid and so close the discussion or, if the client just needs reassurance, they will convince the client that they are doing the right thing by buying the product.

Ombré

An effect achieved when two or more colours blend in a gradient into each other on the nails.

Opaque

Gel which is not transparent.



Open question

A question that gains information, usually beginning with 'who', 'what', 'why', 'where', 'when' or 'how'.



Orangewood sticks

Disposal sticks used during a treatment to push back the cuticle.

Overlay

Products applied on top of fingernails or toenails to make the nails stronger and less prone to breaking.

Pathologies

A condition or disease which causes the deviation from a healthy, normal condition.





n7atata71/Shutterstock.com



Pearlescent

Varnish with a sheen resembling that of a pearl.

Perionychium

The skin that overlies the nail plate on either side.

Polymer powder

Helps with the formation of acrylic due to its reaction with monomer liquid. The polymer powder is blended with the liquid to adjust the consistency of the plastic. The polymer strands will eventually dry to form a hard resin which can be made to resemble a fingernail.

Polymerisation

Some small molecules join together to make very long molecules called polymers, often referred to as plastics. They have many different uses.

Presentation/sales presentation

The process of explaining the product or service to the client, ideally including the product's features, advantages and benefits.



Phil Jones

beauty concepts



Primer

Applied to natural nails at the beginning of a treatment to prevent polish from chipping, fading, or lifting.

Pseudomonas

Infections and diseases caused by a certain bacteria.

Psoriasis

A condition that causes red, flaky, crusty patches of skin covered with silvery scales.



Ruslan Ivantsov/Shutterstock.com

Hriana/Shutterstock.com

Qualitative

Research which is mainly exploratory. It often provides insights into problems and is used to help develop ideas/hypotheses.

Quantitative

Research which mainly consists of analysed numerical data which can be developed into useable statistics.

Sculpting

Artificial nails created by fashioning acrylic over the underlying natural nail or on a nail form, without an artificial tip.

Service objective

The aim or desired end result of the service.

Sesamoid

A small independent bone or bony nodule developed in a tendon where it passes over an angular structure.



Silk

Type of nail wrap that is made from thin silk and applied to the nail for extra reinforcement.

City & Guilds

Stencilling

A device for applying a design to the nail.

Stiletto

Nails filed to have a sharp point at the tip.



White78/Shutterstock.com

Strategy

A plan of action designed to achieve a long-term or overall aim.

SWOT

Analysis which helps to consider a business' strengths, weaknesses, opportunities and threats.



Tertiary

The resulting colour formed when an equal amount of a primary and a secondary colour are mixed.



Toxicity

The degree to which a substance can damage an organism.



USP

This stands for Unique Selling Point. A USP is what makes the product better than others.

Versatile

A product that is able to change or be adapted for different functions.

125005971

TL600303



ISBN 978-0-85193-368-9



9 780851 933689