



Coimisiún na Scrúduithe Stáit
State Examinations Commission

Leaving Certificate Applied 2018

Marking Scheme

Hair and Beauty

Common Level

Note to teachers and students on the use of published marking schemes

Marking schemes published by the State Examinations Commission are not intended to be standalone documents. They are an essential resource for examiners who receive training in the correct interpretation and application of the scheme. This training involves, among other things, marking samples of student work and discussing the marks awarded, so as to clarify the correct application of the scheme. The work of examiners is subsequently monitored by Advising Examiners to ensure consistent and accurate application of the marking scheme. This process is overseen by the Chief Examiner, usually assisted by a Chief Advising Examiner. The Chief Examiner is the final authority regarding whether or not the marking scheme has been correctly applied to any piece of candidate work.

Marking schemes are working documents. While a draft marking scheme is prepared in advance of the examination, the scheme is not finalised until examiners have applied it to candidates' work and the feedback from all examiners has been collated and considered in light of the full range of responses of candidates, the overall level of difficulty of the examination and the need to maintain consistency in standards from year to year. This published document contains the finalised scheme, as it was applied to all candidates' work.

In the case of marking schemes that include model solutions or answers, it should be noted that these are not intended to be exhaustive. Variations and alternatives may also be acceptable. Examiners must consider all answers on their merits, and will have consulted with their Advising Examiners when in doubt.

Future Marking Schemes

Assumptions about future marking schemes on the basis of past schemes should be avoided. While the underlying assessment principles remain the same, the details of the marking of a particular type of question may change in the context of the contribution of that question to the overall examination in a given year. The Chief Examiner in any given year has the responsibility to determine how best to ensure the fair and accurate assessment of candidates' work and to ensure consistency in the standard of the assessment from year to year. Accordingly, aspects of the structure, detail and application of the marking scheme for a particular examination are subject to change from one year to the next without notice.

Hair and Beauty

Marking Scheme

240 marks

Directions to Candidates

1. Candidates must attempt **FOUR** questions;
one question from **each** of the four sections.
2. Each question carries 60 marks.

Credit	Mark range
12	240 – 204
11	203 – 187
10	186 – 170
9	169 – 153
8	152 – 136
7	135 – 120
6	119 – 103
5	102 – 86
4	85 – 69
3	68 – 52
2	51 – 36
1	35 – 19
0	18 - 0

Section 1 – Salon and Customer Care

Attempt Question 1 or Question 2 from this section.
Each question carries 60 marks.

1. (a) Name **six** treatments / services carried out by a beauty therapist. (12 marks)



<http://www.oasisbeautycentre.co.uk>

6 treatments / services @ 2 marks each

manicure; pedicure; gel nails/sculptured nails; 2 week manicure; nail art; facial; eye brow shape; eye brow/eye last tint; threading; body massage, neck and shoulder massage, head massage; reflexology; exfoliation; spray tanning; make-up; false eyelashes/lash extensions; waxing; laser hair removal; electrolysis; etc.

- (b) Identify **four** career opportunities open to a beauty therapist. (12 marks)

4 career opportunities @ 3 marks each

beauty salon owner; beauty salon employee; make-up artist – stage/TV etc.; cosmetic counters in department stores; spas; health farms; sales representatives for beauty/cosmetic companies; cruise ships; client home service; visiting hospitals; teaching; receptionist; etc.

- (c) State **two** advantages and **two** disadvantages of working as a beauty therapist. (12 marks)

Advantages

2 advantages @ 3 marks each

1. *wide range of career/employment options available; opportunity to work with people; opportunities for travel;*
2. *always something new happening e.g. new products, services and equipment; opportunity to be artistic/creative; can opt to work freelance; etc.*

Disadvantages

2 disadvantages @ 3 marks each

1. *salons often require employees to work evenings, week-ends, bank holidays;*
2. *have to work in close proximity to people e.g. can be an issue if client has personal hygiene issues; work can be very physical and tiring e.g. massage treatments; pressure to bring in clients and sell products and services; etc.*

- (d) Suggest **four** qualities that a client looks for in a beauty therapist. (12 marks)

4 qualities @ 3 marks each

1. *high level of professionalism; discreet; friendly; approachable;*
2. *polite; ability to make them feel relaxed;*
3. *ability to explain procedures clearly; skilful;*
4. *demonstrate they are up to date with beauty industry developments, products; etc.*

- (e) Discuss the value of a client consultation as part of a beauty service. Give **three** points. (12 marks)

3 points @ 4 marks each

1. *helps to identify what the clients wants from the service; helps to identify the most suitable treatment(s);*
2. *helps to identify any contra-indications that may prevent a treatment from being carried out;*
3. *records information about the client and the service carried out so that a record is available for the client's next visit; a record is important in case there are any problems, reactions etc. afterwards; etc.*

2. (a) Give **four** reasons why salon design is important.

(12 marks)



<http://freedom61.me/beauty-salon-floor-plan.html>

4 reasons @ 3 marks each

1. *to be functional; people need to be able to move around easily with enough space between clients;*
2. *areas such as shampoo basins need to be located close to water supply;*
3. *reception area needs to be located near the entrance door so that clients can be met on arrival, departure etc.;*
4. *salon needs to feel comfortable to be in, for services and treatments; design needs to look professional; an attractive salon can attract customers who are passing by; etc.*

(b) Recommend **four** ways to source (find) ideas on salon design.

(12 marks)

4 ways @ 3 marks each

1. *visit other salons; visit hair and beauty exhibitions;*
2. *internet; friends working in a salon;*
3. *professional salon magazines; ask clients what they like in a salon;*
4. *visit salon wholesalers; consult with a designer; etc.*

(c) Identify **four** items of furniture you would find in a hairdressing salon. (12 marks)

4 items @ 3 marks each

1. *styling chairs; barber chair; styling units; cutting stool;*
2. *shampoo wash point (shampoo basin and chair);*
3. *retail unit; storage cupboard;*
4. *reception chairs/couch; coffee table; reception desk; etc.*

(d) Suggest **two** factors to be considered when selecting **each** of the following for a salon. (12 marks)

Wall covering **2 factors @ 3 marks each**

1. *atmosphere, style and look of the salon you wish to create; will all walls be wallpapered or just a feature wall; durability as paper will need to be able to stand up to a lot of wear and tear;*
2. *area to be papered as it may be too close to water/salon basins; can it be washed or sponged; how much paper will be needed; cost; etc.*

Floor covering **2 factors @ 3 marks each**

1. *anti-slip surface when wet; noise levels; easy to clean; does not show dirt; cost;*
2. *does not mark or damage easily from shoes, especially stiletto heels; fits in with the design of the salon; etc.*

(e) Discuss how ambience (atmosphere) can be created in a salon. Give **three** points. (12 marks)

3 points @ 4 marks each

1. *friendly staff who show an interest in clients; welcoming clients and looking after their needs e.g. taking coat, offering refreshments and magazines etc.;*
2. *music on offer e.g. choice and volume are appropriate to client needs rather than staff needs; overall salon design and colour scheme; lighting e.g. location, types, brightly lit or soft lighting;*
3. *design and colour scheme; visuals e.g. wall coverings, pictures, posters, mirrors, TV screens; etc.*

Section 2 - Haircare

Attempt Question 3 or Question 4 from this section.
Each question carries 60 marks.

3. (a) List **four** items of equipment / tools used to carry out a blow-dry. (12 marks)

4 items @ 3 marks each

1. *hair dryer; blow-dryer nozzle;*
2. *brush; curling tongs/irons*
3. *sectioning clips;*
4. *mirror; etc.*

- (b) Identify **four** qualities (signs) of a good blow-dry. (12 marks)

4 qualities @ 3 marks each

1. *hair keeps its shape and style; no damp areas e.g. at nape of neck;*
2. *hair is not over dried or dull; not sticky from over use of products;*
3. *hair has volume where required; hair has a good shine;*
4. *no frizzy areas; etc.*

- (c) Suggest **four** different types of products that can be applied to the hair to give hold and / or enhance a blow-dry. (12 marks)

4 products @ 3 marks each

1. *blow-dry mousse; hair serum;*
2. *hair gel; hair oil;*
3. *hair wax; styling powder;*
4. *hairspray; etc.*

- (d) Identify **four** blow-drying skills that the hairdresser is demonstrating in the photograph below. (12 marks)



<http://styling.pl>

4 skills @ 3 marks each

1. *hairdryer held correctly by the handle; nozzle of hair dryer positioned to control air flow;*
2. *hair sectioned neatly using clips; blow-dry has been started from the nape area of the head;*
3. *hair being dried from the roots to end of hair; large round brush being used to get smooth effect;*
4. *hair rolled around brush neatly; brush used to apply correct tension to hair to get smooth effect; etc.*

- (e) Discuss **three** factors that may affect the price of a blow-dry. (12 marks)

3 factors @ 4 marks each

1. *experience of the stylist e.g. a junior or senior stylist; male or female client, female blow-dries are generally more expensive;*
2. *length of hair, long hair is usually more expensive as it takes longer; location of salon e.g. city where rents may be high; whether in a blow-dry bar/a full service salon/walk in service; etc.*
3. *salon brand/chain; special offers/discount days/rates for seniors, students; etc.*

- 4. (a)** Identified below are factors that can contribute to damaging the hair. Give **two** examples under **each** heading. (24 marks)

Environment **2 factors @ 3 marks each**

1. *cold weather; dry air; humidity;*
2. *harsh winds; sun; etc.*

Chemicals **2 factors @ 3 marks each**

1. *chlorine in swimming pools; colouring hair; perming hair;*
2. *use of low quality hair products; excessive use of hairstyling products; etc.*

Heat **2 factors @ 3 marks each**

1. *excessive use of styling tools e.g. curling irons; hairdryers; hair straightener;*
2. *strong sun; etc.*

Health **2 factors @ 3 marks each**

1. *long term illness; stress; taking certain medication;*
2. *hormonal changes; imbalanced diet; vitamin/mineral deficiency; etc.*

- (b)** Outline **four** benefits of a conditioning treatment. (12 marks)

4 benefits @ 3 marks each

1. *prevents damage and helps to maintain healthy hair;*
2. *adds moisture to the hair and prevents the hair from becoming dry, brittle and breaking;*
3. *helps the elasticity of the hair and prevents the hair from snapping and breaking;*
4. *adds shine as products that are used on a daily basis can cause the hair to become dull over time; etc.*

(c) Describe how to carry out a deep conditioning treatment. Give **three** points. (12 marks)

3 points @ 4 marks each

1. *choose a conditioning product suitable for the hair type and condition; wash the hair as a deep conditioner needs hair that is clean to work well;*
2. *apply conditioner to **wet hair**; follow instructions; massage if required; pay attention to the ends of the hair where most of the damage will be concentrated;*
3. *wrap the head turban style with a warm towel, helps the conditioner to work better; **leave the conditioner on** for 10-15 minutes; rinse; etc.*

(d) Suggest **one** way to deal with **each** of the following hair conditions: (12 marks)



<https://www.alldaychemist.com>

Dandruff

1 way @ 4 marks

*apply special dandruff shampoo;
use salt on scalp before shampooing; etc.*



<https://thelonghairs.us>

Split ends

1 way @ 4 marks

*get ends of hair cut;
use a conditioning treatment regularly; etc.*



<https://img.webmd.com>

Head lice

1 way @ 4 marks

*purchase head lice product from pharmacy and apply as instructed; usually needs 2 applications 7-9 days apart;
use fine tooth comb to remove eggs; etc.*

Section 3 – Beautycare

Attempt Question 5 or Question 6 from this section.
Each question carries 60 marks.

5. (a) Give **four** reasons for nail biting.

(12 marks)



<http://www.mindfithypnosis.com>

4 reasons @ 3 marks each

1. *compulsive habit; nervousness; stress; anxiety;*
2. *frustration; boredom;*
3. *comforting; do it without realising;*
4. *have always done it e.g. as a child; etc.*

(b) Identify **four** ways that nail biting affects the appearance of hands and nails.

(12 marks)

4 ways @ 3 marks each

1. *fingers and nail area can look unsightly;*
2. *nails look uneven and jagged;*
3. *skin around nails can be damaged; cuticles are often torn;*
4. *fingers can look sore, red and swollen; nail bed can be exposed; can bleed; etc.*

- (c) Outline **three** health and hygiene concerns related to nail biting. (12 marks)

3 concerns @ 4 marks each

1. *nail biting can cause bacteria from nails to enter the mouth and other parts of the body leading to infections; nails are an ideal place for bacteria to thrive including salmonella and e.coli; food can be contaminated when handling;*
2. *skin infections can occur around the nails where bacteria and other microorganisms can enter leading to swelling, redness, and pus around the nail;*
3. *nail biting can damage teeth e.g. shifting of teeth, misshaping, weakening or wearing down prematurely; etc.*

- (d) Suggest **three** tips on how to stop nail biting. (12 marks)

3 tips @ 4 marks each

1. *enlist help from your friends to remind you to keep your hands out of your mouth; keep nails short so that there isn't enough nail to grab with the teeth;*
2. *coat nails with a nail biting product that has a bad taste, this acts as a reminder when you go to bite a nail;*
3. *have manicures carried out to help to get your nails looking good again; wear gloves or wrap your fingertips with plasters so that you cannot get at your nails to bite them; identify what triggers you to bite your nails and find alternative ways to cope; keep your hands busy with other activities e.g. knitting, stress ball; chew gum to keep your mouth busy; etc.*

- (e) Describe a routine for the care of hands and nails. Give **four** points. (12 marks)

4 points @ 3 marks each

1. *wash with a moisturizing hand soap; do not overuse antibacterial hand soaps as they can dry out your skin; clean under the nails with a nail brush;*
2. *keep nails trimmed and shaped; exfoliate hands weekly to remove dead cells; apply hand cream regularly to ensure hands are moisturised and stay soft;*
3. *use a cream or oil specifically for the cuticle area; protect hands by wearing gloves when doing chores such as house work and gardening;*
4. *use sunscreen on hands to protect them from the sun and risk of cancer; etc.*

6. (a) Give **four** examples of different *types* of skin care products.

(12 marks)



<https://fashionista.com>

4 examples @ 3 marks each

1. *cleanser; eye make-up remover; mask;*
2. *moisturiser; eye cream; lip balm;*
3. *toner; serum;*
4. *night cream; exfoliator; etc.*

(b) State **four** factors that should be considered when selecting skin care products. (12 marks)

4 factors @ 3 marks each

1. *skin type e.g. dry, normal, oily skin; any special conditions e.g. sensitive skin, acne;*
2. *ingredients e.g. fragrances; organic or synthetic products; price – how much money you want to spend; returns policy;*
3. *previous experiences of purchasing and using the product or brand; samples and testers you have tried;*
4. *recommendations from friends or beauty consultants; online or magazine reviews; etc.*

- (c) Explain the importance of the following information when found on beauty care packaging / labelling. (12 marks)

Hypoallergenic **1 explanation @ 4 marks**

manufacturer claims the product produces fewer allergic reactions than other products; products are generally more suitable if you have sensitive skin or are prone to allergies; etc.

Not tested on animals **1 explanation @ 4 marks**

manufacturer is claiming the product was not tested on animals for research; etc.

Fragrance free **1 explanation @ 4 marks**

no fragrances (artificial or otherwise) have been added to the product; nothing has been added to remove the natural scent from the butters, oils, and other natural ingredients in the products; ingredients e.g. olive oil may still smell; etc.

- (d) Identify **three** further items of information found on beauty care packaging / labelling. (12 marks)

3 items @ 4 marks each

1. *how long the product will stay good after opening;*
2. *best before date; symbol indicating that the packaging can be recycled; amount of product in the container e.g. 100ml; weight of product;*
3. *instructions on how to use the product; where the product was manufactured; brand name; storage instructions e.g. temperature; etc.*

- (e) Discuss the use of *product testers* at retail beauty counters. Give **three** points. (12 marks)



<http://www.lisaliseblog.com/p/testers.html>

3 points @ 4 marks each

1. *customers are attracted to cosmetic counters to try out products;*
2. *cosmetic companies know that a customer's sense of smell or touch will trigger a response that leads them to purchase a product;*
3. *product testers can be unhygienic as customers stick fingers in pots, try out lipsticks etc. when retail assistants are not looking leading to possible cross contamination; etc.*

Section 4 – Bodycare

Attempt Question 7 or Question 8 from this section.
Each question carries 60 marks.

7. (a) State **four** benefits of physical activity.

(12 marks)



<http://eco-life.bg>

4 benefits @ 3 marks each

1. *prevents excess weight gain and helps to maintain weight loss; prevents or manages a wide range of health problems e.g. stroke, type 2 Diabetes etc.*
2. *boosts high-density lipoprotein (HDL), or "good," cholesterol and decreases unhealthy triglycerides;*
3. *improves mood and helps with depression; gives an energy boost; helps to blow off some steam after a stressful day; helps the cardiovascular system work more efficiently;*
4. *promotes better sleep; it can be enjoyable; it helps you to connect socially if exercising as part of a group; etc.*

(b) Identify examples of different types of exercise. Give **two** indoor and **two** outdoor examples.

Examples of indoor exercise **2 examples @ 3 marks each**

(6 marks)

1. *dancing; aerobics; pilates; yoga; indoor soccer;*
2. *exercise bike; running on a treadmill; stair climbing; etc.*

Examples of outdoor exercise **2 examples @ 3 marks each**

(6 marks)

- 1 *walking; jogging; cycling; swimming;*
- 2 *hiking; kayaking; tennis; etc.*

- (c) Outline **four** factors that influence the type of exercise undertaken by an individual. (12 marks)

4 factors @ 3 marks each

1. *age; attitude and self-motivation; psychological state;*
2. *enjoyment of different kinds of exercise; injury history; health; safety fears;*
3. *physical ability; level of fitness; weight/overweight; work commitments and time available; local facilities available e.g. gyms, clubs etc.; schedule of classes;*
4. *financial costs e.g. memberships, equipment, special clothing; etc.*

- (d) Suggest **four** factors to consider when selecting clothing and footwear for exercise. (12 marks)

4 factors @ 3 marks each

1. *choose shoes that are made for the type of physical activity you want to do; look for shoes with flat, non-skid soles; make sure your exercise clothes are comfortable and let you move easily;*
2. *wear clothes that let air circulate and moisture evaporate; make sure clothing does not get in the way of the activity as you need to be able to move easily; clothing should not catch on equipment or slow you down;*
3. *if it is cold, dress in layers, add a warmer layer, like a fleece jacket; wear gloves, hat, and ear muffs if you need them; take off the layers as you warm up; in the rain or wind, wear an outer layer that protects you, like a windbreaker;*
4. *look for the words "waterproof" or "water-resistant" on the label; in hot sun, wear light-coloured clothing that dries fast; some clothes come with a sun protection factor (SPF) label; when exercising outside in the dark make sure your clothing has reflective parts so drivers can see you; etc.*

- (e) Discuss cardiovascular (cardio / heart) exercise. Give **three** points. (12 marks)

3 points @ 4 marks each

1. *aerobic exercise (cardio exercise) uses repetitive contractions of large muscle groups to get the heart beating faster;*
2. *cardio exercise is any exercise that raises the heart rate e.g. walking, running, cycling;*
3. *it is the most beneficial type of exercise for the cardiovascular system (heart and blood vessels); regular cardio workouts help to strengthen the heart and blood vessels; etc.*

8. (a) State **four** reasons for wearing sunglasses.

(12 marks)



<http://cassidyoptical.com>

4 reasons @ 3 marks each

1. *protect the eyes from the sun's ultraviolet (UV) rays and from sunburn; cut down on glare by wearing sunglasses under bright conditions; prevents headaches;*
2. *lock out the sun's light and heat; sunglasses help to keep the eyes moist by slowing the evaporation of tears;*
3. *reduce the effects of medication-induced photosensitivity by blocking the light as it enters the eye;*
4. *easier to read outside in the sunshine; used as a fashion accessory; etc.*

(b) Suggest **four** factors to consider when selecting sunglasses.

(12 marks)

4 factors @ 3 marks each

1. *check they block 100 percent of UV rays; choose larger sunglasses if possible as the more coverage from the sunglasses the less damage to the eyes;*
2. *sunglasses do not have to cost a lot of money to work well, less expensive pairs marked as 100 percent UV-blocking can be just as effective as more expensive options;*
3. *polarized lenses cut glare; glasses need to be durable especially if they are being used for sports; check the quality of the hinge; quality of the material the frame is made from;*
4. *consider getting a special finish on the lens to make them scratch resistant; consider prescription sunglasses if you normally wear glasses; etc.*

(c) Give **four** tips on caring for sunglasses. (12 marks)

4 tips @ 3 marks each

1. *carry glasses in a case when you're not wearing them to protect them; use both hands to take them off and put them on;*
2. *never put sunglasses face down onto a surface as they will get scratched;*
3. *avoid wearing sunglasses on your head as it can distort the shape;*
4. *use a gentle lens solution and a special lens cloth to clean sunglasses; etc.*

(d) Identify **two** reasons why sunglasses should not be shared with another person. (6 marks)

2 reasons @ 3 marks each

1. *increases the risk of passing on eye infections;*
2. *the shape of the face may be different and could distort the shape; etc.*

(e) What are prescription sunglasses? (6 marks)

1 explanation @ 6 marks each

prescription sunglasses look like normal sunglasses but have a corrective prescription built into the lenses just like regular glasses; etc.

(f) Discuss the importance of eye care. Give **three** points. (12 marks)

3 points @ 4 marks each

1. *have regular eye checks, once every one - two years depending on age; ensure that your glasses or contact lense prescription is up to date;*
2. *having your eyes tested for vision and general eye health can help to identify problems early and prevent loss of eyesight;*
3. *if you use hazardous materials/equipment either at work or at home it is important to protect the eyes by wearing safety glasses or protective goggles; some sports such as ice hockey and racquetball are potentially hazardous so it is important to shield your eyes with a protective face mask or sports goggles;*
4. *avoid eye strain caused by looking at a computer screen for long periods, take regular breaks; etc.*

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