

Version 1.1 – September 2017

Sample Mark Scheme

1	
State two types of promotional material used to market a nail business.	(2 marks)
Answer	
1 mark for each of the following to a maximum of 2 marks:	
Price list.	
Brochure.	
Business cards.	
• Social media.	
• Website.	
Local/national directories.	
Trade publications.	

2	
A client with mature skin and dry, split brittle nails has come into the salon for a manicure and pedicure prior to going on holiday.	
a) List three treatments that could be incorporated into a manicure and pedicure which would benefit this client.	(3 marks)
b) Explain the benefits of the treatments selected in a).	(3 marks)
 Answer 1 mark for each of the following to a maximum of 3 marks: Exfoliation. Paraffin wax. Heated mitts and boots. Masks. Creams or lotions. Specialist nail treatments. 	
 mark for any of the following explanations to a maximum of 3 marks: Exfoliation to remove dead skin cells and callouses which improves appearance of skin tone Hot oil or paraffin wax to rehydrate and condition. Heated mitts/boots to improve skin condition, warm muscle tissue aid absorption of products, soothe joints and pain/ arthritis. Hydrating and replenishing masks to moisturise and rehydrate mature skin Cream or lotion for massage, to rehydrate and moisturise. Specialist nail treatment such as reconditioning treatment for dry brittle nails. 	

3	
Give three structural features of a nail enhancement.	(3 marks)
Answer	
1 mark for each of the following to a maximum of 3 marks	
• Арех.	
• C curve.	
 Upper and lower arch. 	
Concave.	
Convex.	

4	
a) State the component parts of the blood vessels.	(3 marks)
b) Describe the functions of each component part identified in a)	(3 marks)
Answer	
a)	
1 mark each for the following	
• Veins.	
Arteries.	
Capillaries.	
b)	
1 mark for any of the following descriptions to a maximum of 3 marks	
• Veins - carry blood that lacks oxygen and nutrients back from the capillaries to and lungs.	the heart
• Arteries - carry oxygenated blood from the heart to the capillaries.	
 Capillaries - connect the arteries to the veins, receive nourishment and eliminat products through their wall. 	te waste

5	
Deborah who missed her last appointment has booked in for a gel polish service.	
There is excessive regrowth and she has attempted to remove the polish herself.	
Explain the importance of providing aftercare advice to clients.	(4 marks)
Answer	
1 mark for each of the following explanations to a maximum of 4 marks:	
• To prevent contra actions such as thinning and damage to the natural nail when gel polish is incorrectly removed from the natural nail.	
 To maintain longevity of the nail finish by advising clients not to cut and file nails in between services which causes chipping and peeling of the polish. 	
 Increase of regular maintenance appointments and use of recommended hom products such as cuticle oil. 	ecare
 Increase in repeat visits to the salon which helps protect the professional reputation of the nail technician. 	

6	
Describe the importance to the business of a nail technicians' professional conduct.	(2 marks)
Answer:	
1 mark each for any of the following, to a maximum of 2 marks:	
 Enhances business and technician reputation. 	
Promotes services.	
Creates positive impression.	
 Good communication creates trust and rapport. 	
 Good communication avoids misunderstandings with clients. 	

7	
Describe which chemicals interact during the curing process of the liquid and powder system.	(3 marks)
Answer 1 mark each for any of the following explanations, to a maximum of 3 marks:	

1 mark each for any of the following explanations, to a maximum of 3 marks: The liquid monomer combines with polymer powder (1) which contains benzyl peroxide (1). This acts as the catalyst (1) that commences the curing process called polymerisation (1)

8	
Outline two main differences between LED and UV lamps.	(2 marks)
Answer:	
1 mark each for any of the following, to a maximum of 2 marks:	
Curing times.	
Light spectrum.	
Lamp maintenance.	
Different types of bulbs.	

Kate is getting married in three months. She has come to the nail salon for advice on the options available for bridal nails and designs for her wedding day. She has planned the colour scheme for her wedding and wants to reflect this in the nail design. She is a nail biter with poor skin condition on her hands due to her job as a childcare assistant.

Discuss the treatments and service options available recommending a justified service plan for the client.

(12 marks)

Indicative content

9

- Treatment/services should include a combination of specialist manicures, nail treatments, enhancements, gel polish, nail art
- Frequency of treatments
- Relationship between clients budget and associated costs
- Justification of the types of treatments considering her job, timescales , final nail design
- Retail and homecare advice
- Maintenance and removal

Band 1: 1-4

A limited range of available treatment and service options were discussed. Limited consideration was given to timescales and budget or the requirement for regular treatments in the period prior to the wedding. Little thought was given to her lifestyle. Basic design options were discussed. Limited advice and recommendations were provided regarding homecare and maintenance

Band 2: 5-8

Treatment and service options were discussed and were relevant to the clients' needs, with some justification provided. Timescales and budget were considered but were not fully linked to a treatment plan. A range of designs were considered with suitable options discussed. Relevant advice and recommendations were suggested regarding homecare and maintenance

Band 3: 9-12

Comprehensive treatment and service options were proposed and linked to the client's needs and lifestyle providing clear justifications for the choices. Thorough consideration was given to planning which took into account budgets and timescales. Consideration was also given to the effects of the treatments provided and products used to ensure the maximum benefit was achieved for the client. A range of designs were considered and agreed on. Comprehensive and relevant options relating to retail and homecare advice were provided to maintain the effects of the treatment. Further information was provided relating to post wedding maintenance and removal of nail products.