

6003-030 and 530 March 2018

6003-30 Level 3 Advanced Technical Diploma in Beauty and Spa Therapy
(540)

Q	Acceptable answer(s)	Guidance	Max marks
1	<p>One mark for each of the following, to a maximum of four marks:</p> <ul style="list-style-type: none"> • Sale of Goods Act. • Trades Descriptions Act. • Consumer Protection. • Consumer Safety Act. • Consumer Contracts Regulations. 		4
2	<p>One mark each for each identification to a maximum of two, one mark for any linked explanation to a maximum of four:</p> <ul style="list-style-type: none"> • Offer a discount on the product for a limited period of time (1) to encourage repeat business (1). • Have a visual display in the reception/treatment room (1) to attract attention (1). • Discuss the product during the treatment (1)/ use the product during treatment/talk about it (1) to encourage interest (1). • Hand the client a leaflet discussing the benefits of the product (1) to give the therapist an incentive to gain commission (1). • Offer the client a voucher for buy one get one free type offer (1) to encourage a booking (1) course of treatments(1). • Offer the client product tester (1) to enable trial at home (1). • Email the client stating the benefits (1) which will encourage interest when next visit to salon takes place (1). 	<p>Would not allocate more than one mark for the same explanation listed against more than one identification point.</p>	4
3a	<p>One mark for the following:</p> <ul style="list-style-type: none"> • Areas of red plaques covered by white silvery scales. 	<p>Mark will not be awarded for stating just scaly.</p>	1
			1

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3b	<p>One mark for the following:</p> <p>Areas of skin lacking in pigmentation and appears very pale.</p>		
4	<p>One mark for each of the following, to a maximum of two marks:</p> <ul style="list-style-type: none"> • Flexion. • Extension. • Abduction. • Adduction. • Rotation. • Circumduction. • 		2
5a	<p>One mark for any of the following :</p> <ul style="list-style-type: none"> • From hip to top of femur. • From sacrum to upper femur. 		1
5b	<p>One mark for any of the following:</p> <ul style="list-style-type: none"> • Runs diagonally across upper leg from hip to knee. • Upper anterior leg from hip to knee. 	Marks will not be awarded for upper leg, or across thigh.	1
5c	<p>One mark for any of the following:</p> <p>Side of chest from ribs to scapula.</p>		1
6	<p>One mark for the description to a maximum of two marks, one mark for any linked explanation of the affect to a maximum of four:</p> <ul style="list-style-type: none"> • The pelvis is tilted forward (1) causing an exaggerated inward curve in the lumbar region (1) which may make the buttocks protrude/stick out (1) • The lower back muscles shorten (1) which causes tightness in the lower back region(1) • The abdominal muscles lengthen (1) which causes the abdomen/stomach to protrude (1). • Hamstring muscles may shorten (1) causing pain in the back of the upper legs (1). 		4
7	One mark for identifying the phase and One mark for	Marks will only be awarded for	2

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	linked description: <ul style="list-style-type: none"> • Diastole (1) which is where the heart relaxes (1). • Systole (1) this is where the heart contracts (1). 	correct terminology	
8a	One mark for the following: <ul style="list-style-type: none"> • Inguinal. 		1
8b	One mark for any of the following: <ul style="list-style-type: none"> • Sub-mandibular. • Sub-mental. 		1
8c	One mark for any of the following: <ul style="list-style-type: none"> • Cubital. • Supra-trochlear. 		1
9	One mark for each description to a maximum of two , one mark for any description of the difference, to a maximum of four marks: <ul style="list-style-type: none"> • The lymphatic system is a one way system (1), whereas the pulmonary system goes circular/between lungs and heart (1). • The pulmonary system carries blood (1), whereas the lymphatic system carries lymph (1). • The pulmonary system carries de-oxygenated blood to the lungs (1) whereas the lymphatic system filters lymph/waste/prevents infection (1). • The lymph is drained through the right lymphatic duct/ or left subclavian vein (1) whereas the pulmonary system picks up oxygen in the lungs and carries it to the heart (1). 		4
10	One mark for any of the following: <ul style="list-style-type: none"> • Mechanically/breaks down food/complex chemicals into simple ones. • Absorb simple chemicals. 		2

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	<ul style="list-style-type: none"> • Assimilate/absorb/ digest products of digestion. • Eliminate indigestible materials. 		
11	<p>One mark for each of the following, to a maximum of two marks:</p> <ul style="list-style-type: none"> • Assists with lymphatic flow. • Stimulates the blood circulation. • Warms up the muscles. • Releases tension in muscles. • Improves muscle elasticity. • Softens harden subcutaneous tissue. • Aids peristalsis over the abdomen. 		2
12	<p>One mark for the identification to a maximum of three marks, one mark for any linked explanation of the adaptation to a maximum of six:</p> <ul style="list-style-type: none"> • Use effleurage movement up the leg (1) to stimulate and follow the venous return (1). • Slow/light effleurage movements over the upper foot /ankles/lower leg (1) to stimulate the lymphatic flow (1). • Use forearm massage techniques (1) to cover a larger surface area of the legs (1) • Slightly elevate legs use a bolster under the ankles (1) to aid circulation/lymphatic flow (1). • Use tapotement movements on the upper thighs anterior/posterior and posterior lower leg (1) to stimulate circulation/lymphatic system (1). • Petrissage movements particularly wringing over the muscular areas (1) to breakdown any tension (1) and drains toxins within the area (1) which will aid circulation (1) and appearance (1). • Frictions up the leg from lower to upper (1) to stimulate circulation/lymphatic system (1). • Using the appropriate pre-blend oils (1) to improve sluggish circulation/to warm the area/to help reduce swelling (1). 	<p>Would not allocate more than one mark for the same explanation listed against more than one identification.</p> <p>Marks will not be awarded for checking for contra-indications and referrals or for mentioning working towards the nearest lymph nodes/actual name of lymph node.</p> <p>Type of movement used when working towards the lymph nodes must be stated to a gain mark.</p>	6
13a	<p>One mark for each of the following, to a maximum of two marks:</p> <p>Inverted triangle, shoulders wider than hips, athletic build/muscular, well-toned muscles/gain muscle bulk, low % of fat, sturdy straight shoulders.</p>		2

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13b	<p>One mark for each of the following, to a maximum of two marks:</p> <p>Narrow shoulders, narrow hips, long thin trunk, long limbs, lacks muscle bulk, low % of fat/no fat, often underweight/skinny, lack of bodily curves.</p>		2
14a	<p>One mark for the following:</p> <p>Interrupted direct current.</p>	Marks will not be awarded for direct current only.	1
14b	<p>One mark for the following:</p> <p>Oscillating current.</p>		1
14c	<p>One mark for the following:</p> <p>Modified direct current.</p>	Marks will not be awarded for direct current only.	1
15	<p>One mark for each of the following, to a maximum of four marks:</p> <ul style="list-style-type: none"> • Exfoliating/desquamation of the stratum corneum/cells. • Stimulates the blood supply to the area. • Increase the lymphatic drainage. • Encourages mitosis / cell regeneration. • Improves the skin's appearance. • Softens and smooths the epidermis. • Smooths out fine lines. • Erythema/ provides oxygen to the area. 		4
16	<p>One mark for identification of each benefit to a maximum of three marks, one mark for any linked explanation to a maximum of six:</p> <ul style="list-style-type: none"> • Stimulates the blood flow to the area (1) which increases nutrients to the area (1). • Stimulates the nerve response in the area (1) which causes irritation on the skin surface (1). • Softens/ breaks down the hardened tissue (1) helps to disperse fatty deposits (1) and reduces the appearance of cellulite (1). • Stirs up the cell contents (1), which aids the dispersal of fluids and toxins (1) and aids the stimulation of metabolism (1). • Skin tissue in the localised area is warmed and relaxed (1) which improves the Skin texture and appearance (1). 		6

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	<ul style="list-style-type: none"> • Stimulates the lymph flow (1) which can help to reduce fluid retention (1). • Negatively charged products are pushed into the skin (1) which allows for greater/deeper penetration (1). 		
17	<p>One mark for each of the following, to a maximum of four marks:</p> <ul style="list-style-type: none"> • Test the machine prior to use. • Keep equipment away from water. • Cover/removal of all jewellery. • Therapist to place one hand on the area whilst machine is being turned on. • Keep in contact with the client during the treatment / do not break contact. • Do not touch any conductors whilst the machine is on. • Increase current slowly when required during the treatment. • Keep in contact with client when turning down and off. • Stop treatment if contact is broken. 		4
18	<p>One mark for each description of scapula/scoliosis to a maximum of three marks, one mark for any comparison to a maximum of six:</p> <ul style="list-style-type: none"> • A client with a winged scapula will present bottom/lower curve of the scapula protrudes/sticks outwards (1) whereas a client with scoliosis will present a spine that has a C or S lateral curve (1). • A client with a winged scapula will have a scapula lifts away/protrudes away from the ribs (1) whereas a client with scoliosis will have a displacement / rotation of the rib cage (1). • A client with a winged scapula will have a weakness in the serratus anterior muscle (1) whereas a client with scoliosis will have shortening of muscles on one side and lengthening muscles on the opposite side/hips uneven, leg length different or shoulders uneven (1). • A client with a winged scapula will have restricted movement in arm/difficulty in punching/pushing/raising the arm up (1) whereas a client with scoliosis may have difficulty bending laterally/ side bending (1). 		6

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19	<p>Band 1 (1-5 marks)</p> <p>Treatments proposed are not in a logical sequence, with no account of timing. Treatments proposed are not always suitable to the client and their needs, with no attention paid to, or understanding demonstrated of, the information provided in the case study. Limited treatment options considered, with no justification provided for choices made. Advice and recommendations are general and not tailored to suit the client's needs. No links made between the effects and benefits of treatments and advice, to the client's objectives.</p> <p>To access the higher marks within the band, the candidate has made some attempt to justify their choices made, but this is not always accurate or relevant to the client in the case study.</p> <p>Band 2 (6-10 marks)</p> <p>Treatment plan proposed is mostly relevant and accurate. Treatments proposed are in a logical sequence, but timing not always accurate. A range of treatment options are considered but not always meeting the client's objectives. Tentative links between the choices made and the client's needs, but lacks confidence in justifying choices. Advice and recommendations provided on treatments suggested, but lacking future consideration and justification. Conclusion drawn, but does not fully support the treatment plan.</p> <p>To access the higher marks within the band, the candidate has shown greater ability to make links between the choices made and the client's needs. Conclusion made is balanced and supported.</p> <p>Band 3 (11-15 marks)</p> <p>Thorough and comprehensive plan, which is logically sequenced and considers the time available for each part of the treatment plan. Treatment plan and advice provided is accurate and considers the client's needs and characteristics. A wide range of treatment options considered as part of the treatment plan, with detailed and accurate justification for the choices and recommendations made. Candidate makes clear links between effects and benefits of treatments and advice provided, with the objectives of the client and the specific issues identified in the case study. The candidate has</p>	<p>Indicative content</p> <p>Treatment plans. Treatment options. Timescales for treatments. Method of application. Types of currents. Link selling. Advice and recommendation. Homecare/aftercare plan.</p>	15

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	<p>come to a well-balanced conclusion, which is fully substantiated.</p> <p>To access the higher marks within the band, the candidate has given reasons both for and against treatment options considered and any limitations. The candidate has discussed, in detail, further treatments and products which will enhance the overall effectiveness of the treatment plan through link selling.</p>		
		Total marks	80