

Qualification title: Level 3 Advanced Technical Diploma in
Beauty and Spa Therapy (540)
Exam title: Level 3 Beauty and Spa Therapy - Theory
exam
Version: June 2017
Base mark: 80

1

Explain how different marketing methods can help promote a new facial treatment.

(4 marks)

Answer:

Methods - Maximum of two marks for identifying method

- Offer existing clients a discount (1)
- Organise a salon open evening (1)
- Distributing a flyer (1)
- Include an introductory offer (1)
- Place an editorial/advert in a local newspaper/magazine (1)
- Social media (1)
- Create a video which can be shown in the salon (1)
- Discount websites/voucher code websites (1)
- Displaying posters (1)

Impact - further two marks for linked response (If inappropriate link made second mark would not be given)

- to encourage treatment bookings.(1)
- to demonstrate the treatment.(1)
- to demonstrate the treatment.(1)
- to increase awareness of new treatment. (1)
- to attract more clients.(1)
- to increase awareness/ reach a wider audience.(1)

2

State **two** requirements of the Data Protection Act.

(2 marks)

Answer:

One mark each for any of the following, to a maximum of 2 marks:

- Information is kept secure and safe / information stored on computer is password protected/information is locked away
- Information is not kept for longer than necessary.
- Information is accurate.
- Information is used only for the specific purpose / information is used lawfully / information is not shared with third parties/ information is kept confidential /not discussed or shared with others /other therapists
- Information is accessible to clients upon request.

3

State **two** cell processes used to transport substances across the outer membrane.

(2 marks)

Answer:

One mark each for any of the following, to a maximum of 2 marks:

- Diffusion/gas diffusion.
- Osmosis.
- Facilitated diffusion.
- Active transport.

4

Explain how different intrinsic factors affect skin condition.

(4 marks)

Answer:

One mark for the identification to a maximum of two marks, one mark for the linked description of the affect to a maximum.

- A poor diet lacking in essential nutrients (1) can lead to a dry/dull skin/sallow skin. (1)
- A hormonal imbalance (1) can lead to puffy/dry/congested/sensitised/irritated skin. (1)
- Poor health/Illness (1) can lead to pale/transparent/puffy/loose/sagging skin. (1)
- Hereditary factors (1) can cause dry/itchy/acneic/wrinkled/pigmented/loose skin. (1)
- Diseases/systemic disorders (1) can lead to transparent/puffy/swelling/dicoloured skin.
- Lack of water/Dehydration (1) dryness of the skin/fine lines(1)
- Smoking (1) fine lines/dull skin/thinner skins (1)
- Alcohol consumption dehydrated dull complexion/might have breakouts (1)
- Medication (1) impact on the skin would vary from each medication (1)Any appropriate answer to the specific medication (1)
- Free radicals (1)/ their effects – ageing, wrinkles, fine lines, dryness (1)

Marker Guidance – Examples of the skin's conditions as a result of each factor are not exhaustive and the marker must use their subject matter expertise to determine if the candidate's response is suitable to the factor they are explaining.

5

State the bone type for **each** of the following.

a) Vertebrae.

(1 mark)

b) Rib.

(1 mark)

c) Cuboid.

(1 mark)

Answer:

a)

One mark for each of the following, to a maximum of 1 mark:

Irregular.

b)

One mark for each of the following, to a maximum of 1 mark:

Flat.

c)

One mark for each of the following, to a maximum of 1 mark:

Short.

6

Explain the movement of the quadriceps and hamstring muscles when walking up the stairs.
(4 marks)

Answer:

One mark each for any of the following, to a maximum of 4 marks:

- A series of chemical reactions take place (1) resulting in the cross bridges linking and pulling the thin bands towards the thick bands (1) causing the myosin and actin filaments to slide along one another (1).
- The muscle fibres shorten and muscle contracts (would not accept the term tighten)(1) bringing the insertion towards the origin of the muscle.(1)
- As the leg bends the hamstrings contract (1) and the quadriceps are the antagonistic. (1)
- As the leg straightens the quadriceps contract (1) and the hamstrings are the antagonistic.(1)

7

Describe the effects of a sprain within the ankle joint.

(2 marks)

Answer:

One mark each for any of the following, to a maximum of 2 marks:

- Damage/stretching to ligaments around the joint.
- Ruptures some/all of the ligament fibres.
- Bruising
- Swelling
- pain
- Minimal movement of the ankle joint/reduced range of movement

8

Explain how the circulatory system responds to changes in temperature.

(4 marks)

Answer:

One mark for each cause and one mark for each of the linked effect , to a maximum of 4 marks: Marks not given for effects listed with incorrect causes

- In warm temperatures, the blood capillaries dilate /vasodilation (1) bringing more blood to the surface of the skin (1), the blood capillaries on the surface lose heat by radiation (1).
- Blood absorbs large amount of heat produced by the liver/muscles (1) and is transported around the body to help maintain internal temperature. (1)
- In cold temperatures, the blood capillaries in the skin/extremities constrict (1) taking the blood to the vital organs to conserve heat (1) and blood pressure drops(1)
- If external temperature gets extremely low vasoconstriction falls (1) and blood pressure and heart rate are raised (1).

9

State the location of **each** of the following.

a) Hepatic vein.

(1 mark)

b) Subclavian artery.

(1 mark)

c) Cephalic vein.

(1 mark)

Answer:

a)

One mark each for any of the following, to a maximum of 1 marks:

- Abdomen/Liver

No marks allocated for kidneys.

b)

One mark each for any of the following, to a maximum of 1 marks:

- Upper Thoracic/Upper chest/thoracic/chest /clavicle area (not accepting near the lungs and heart)

c)

One mark each for any of the following, to a maximum of 1 marks:

- Arm.

10

Explain the process of external respiration.

(6 marks)

Answer:

One mark each for any of the following, to a maximum of 6 marks:

- During inhalation air is taken in via nose/ mouth (1) and here it is warmed (1).
- The air flows to the lungs via the trachea and bronchial (1) where it diffuses into the alveoli.
- Oxygen from the air diffuses across the alveolar walls (1) to enter the blood capillaries as oxy-haemoglobin.
- The oxy-haemoglobin is transported to the body cells (1) to provide nutrients.
- The waste product/carbon dioxide diffuses from the blood across the alveolar walls into the alveoli (1) to be transported back into the lungs.
- In the alveoli it mixes with the air (1) and this works up the bronchial and trachea to be exhaled through the nose and mouth/breathes out carbon dioxide /breathes out carbon dioxide and oxygen (1)

11

Describe the function of **each** of the following.

a) Bladder.

(1 mark)

b) Ureter.

(1 mark)

Answer:

a)

One mark each for any of the following, to a maximum of 1 mark:

- Stores urine/when full will expel urine from the body.

b)

One mark each for any of the following, to a maximum of 1 mark:

- Transports urine from kidneys to bladder.

12

State **two** visual characteristics of an endomorph body type.

(2 marks)

Answer:

One mark each for any of the following, to a maximum of 2 marks:

- Short limbed.
- Stocky.
- Plump / rounded.
- Curvaceous.
- Padded contours
- Overweight/puts on weight easily
- Pear shaped/ full description that indicates pear shaped

13

Explain the benefits of using hands-free massage techniques within a body massage treatment on a muscular client.

(4 marks)

Answer:

One mark each for each benefit to a maximum of three, one mark for the linked explanation to a maximum of 4 marks: Would not allocate more than one mark for the same explanation listed against more than one benefit

- It helps prevent repetitive strain injuries (1) as there is less pressure applied through the hands/wrists / prevents hands getting tired (1)
- Using a larger surface area when working on large muscle groups. (1) as there is less pressure applied through the hands/wrists. (1)
- deeper and firmer massage (1) because Body weight can be leveraged more which enables the therapist to exert more pressure (1)
- Can exert more localised pressure with the elbow/ (1)to release trigger points/ tension nodules.(1)

14

Explain the benefits of using Tapotement/Percussion techniques within a body massage treatment.

(2 marks)

Answer:

One mark each for any of the following, to a maximum of 2 marks:

- Short, quick movements help bring blood to the surface of the skin/ Stimulates circulation/Vasodilation (1), helps break down fatty/adipose tissue in the immediate area (1). The movements stimulate the nerve endings in the localised area (1) and helps to remove toxins/waste from the body (1) Muscle contract/relax (1)

Marks should not be awarded for toning.

15

During a consultation a skin analysis has revealed that a client has a tight cheek area with patches of spider naevi. Around the nose and chin there are open and blocked pores and the texture is quite thick. The forehead has fine lines and the skin texture is rough and thick.

- a) Explain the considerations to take when carrying out a micro-dermabrasion treatment on this client. (5 marks)
- b) State **two** contra-actions that could occur during or after this treatments. (2 marks)

(Total 7 marks)

Answer:

a)

One mark each for any of the following, to a maximum of 5 marks

Maximum of three marks for identifying the consideration

- Prepare the skin with the exfoliator (1) taking care over the cheek area when removing/rubbing off to avoid over stimulating the area.(1)
- Work perpendicular/ rubbing out technique to the lines (or any other suitable area) (1) to plump out the lines/to stretch and support the area while working.(1)
- Use higher suction/ less crystal flow on the areas of thicker skin texture (1) to increase exfoliation intensity.(1)
- Use less suction / higher crystal flow on the cheek area (1) to lighten the effect of exfoliation on the sensitive area. (1)
- Finish with a soothing post-exfoliation mask (1) to calm the irritated skin. (1)
- Spend less time working on the cheeks than on other areas/avoid the cheek area (1) as the skin is thinner and sensitive due to the broken capillaries.(1)
- Spend more time working on the areas of thick skin texture as this area is coarser and would benefit from greater exfoliation. (1)
- Use of different heads for different areas of the face (1) to stretch the skin on the forehead whilst working over the fine lines. (1)

b)

One mark each for any of the following, to a maximum of 2 marks:

- Bruising.
- Skin irritation.
- Excessive erythema. (marks should not be given for erythema without reference to it being excessive)
- Skin damage/abrasion lines/increased sensitivity of the skin.
- Soreness.
- Swelling.
- Tenderness.

Marks should not be awarded for bleeding.

16

Describe **each** of the following electrical currents used in body electrotherapy treatments.

a) Direct.

(1 mark)

b) Alternating.

(1 mark)

Answer:

a)

One mark each for any of the following, to a maximum of 1 mark:

- Current travels in one direction from negative to positive/positive to negative.

b)

One mark each for any of the following, to a maximum of 1 mark:

- Current changes direction as it moves in one direction and then returns/ current goes back and forth.

17

Explain the benefits of combining galvanic and lymphatic drainage treatments for a client with cellulite on the upper thighs.

(5 marks)

Answer:

One mark each for any of the following, to a maximum of 5 marks

Maximum of three marks for identifying the benefit

- The galvanic treatment warms the area (1) making the area more receptive to lymphatic drainage.
- The galvanic treatment encourages movement of the cell's contents (1) and then lymphatic drainage enhances the process further.
- The galvanic treatment has a diuretic effect on fluid in the tissues (1) and then lymphatic drainage aids the removal of fluids.
- The galvanic treatment helps to loosen and relax various fat and waste elements/breaks down cellulite (1) and then lymphatic drainage will aid the dispersal (1) by draining it to the nearest lymph node. (1)
- The stimulated circulation in the area from the galvanic and lymphatic drainage will stimulate the metabolism in tissues.
- The heat generated from galvanic and lymphatic drainage will soften hard adipose tissue (1) and enhance the outward appearance of the skin.

18

Describe **two** working conditions that will help ensure a client experiences a relaxing body wrap treatment.

(2 marks)

Answer:

One mark each for any of the following, to a maximum of 2 marks:

- Warm air temperature.
- Low lighting level.
- No direct lights over the head of the treatment couch.
- Soft relaxing music.
- Pleasant aroma that has been agreed with client.
- Privacy in the treatment room.

Explain why specific advice and recommendations are given to a client following a dry spa treatment.

(5 marks)

Marks scheme adjusted prior to marking to accommodate candidate interpreting question in different ways. Marks should be allocated for either of the following

Answer:

One mark each for any of the following, to a maximum of 5 marks:

- To prolong the effects of the treatment
- To enhance the effects of the treatment
- To prevent contractions
- To encourage repeat business
- To encourage retail sales/treatment sales

Or

One mark for each of the following to a maximum of 5 marks

One mark for each piece of advice and then one mark for the corresponding recommendation/reason for advice

- Increase fluid intake (1) to prevent dehydration (1).
- Avoid UV light (1) to prevent further stimulation/burning/sun damage (1).
- Avoid further heat treatments (1) to prevent skin irritation/light-headedness (1).
- Avoid strenuous exercise (1) to prevent nausea/sickness/feeling unwell (1)
- Ensure food intake is light (1) to avoid bloating/nausea (1).
- Avoid stimulants/allocate marks for any specific examples of a stimulant (1) to prevent a sudden change in heart rate/blood pressure (1).
- Encourage post-treatment relaxation (1) to further enhance the treatment benefits (1).
- Recommend products for home use (1) to enhance/prolong the benefits of the treatment (1).

Marker Guidance – Examples of advice and recommendations are not exhaustive and the marker must use their subject matter expertise to determine if the candidate's response is suitable.

20.

The information given in the table below is a case study of a client who has come into the salon for the start of a course of treatments over an **eight** week period. Each treatment has been booked out and can last up to 3 hours including consultation.

Discuss the treatment options available recommending a justified treatment plan for the **first** session for the client.

(15 marks)

Name: Abigail.
Gender: Female.
Age: 27.
Height: 5ft 8in / 1.73m
Weight: 10 stone / 64kg
Medical history: No medical issues. Has had a baby 10 months ago natural birth with no complications. Has just stopped breast feeding.
Medication: Takes the odd anti-inflammatory for shoulder, upper back and upper arm pain from lifting and carrying the baby.
Comments: Abigail has been on maternity leave for 11 months, and will be returning to work part time in 3 months. Abigail is a hairdresser and spends most of her day on her feet. Since her maternity leave Abigail has found she has had no time for herself and feels her face and body have been totally neglected. Abigail is planning a family holiday prior to returning to work and wants to get her body and skin back into shape.
Physical Observations: The skin on the upper arms and upper thighs has small patches of hyperkeratosis and areas that appear rough and scaly. Posture is generally good, the pelvis is slightly tilting forwards and weight is distributed onto the toes. Muscle tone on the abdomen, upper and inner thighs is poor.
The inner cheek area is slightly sensitive, with fine lines developing around the eyes. The skin texture on the forehead, nose, chin and outer cheek area appears rough and dull.

Answer:

Indicative content

Candidate's response may include, but is not limited to, the following:

Treatment plans

- i. Body electrical:
 - a. 30 minutes of EMS on the abdomen, upper thighs particularly inner and upper arms utilising all the outlets on the machine – to exercise and tone the muscles – current interrupted direct.
 - b. 20 minutes of vacuum suction to abdomen, upper thighs – current alternating
- ii. Dry spa:
 - a. Body brush concentrating on anterior and posterior of legs, anterior and posterior arms
 - b. Full body exfoliation working distal to proximal up over the body, concentrating on the anterior and posterior the legs and upper arms – to exfoliate the stratum corneum and stimulate the circulation.
- iii. Body massage – full body massage would be beneficial:
 - a. Warm the upper back and upper arms with infra-red

- b. Back massage to include head and neck – concentrating on deep effleurage movements to aid relaxation around the muscle groups (trapezius, latissimus dorsi, deltoid, teres minor/major, levator scapulae).
- c. Petrissage movements – on upper back, shoulder area, lower back around quadrates lumborum and out over the gluteals
- d. Legs, particularly upper medial and lateral thighs, deep petrissage and tapotement to stimulate the circulation.
- e. Arms – firm petrissage on upper arms to release tension.
- iv. Facial electro-therapy:
 - a. Cleanse and use of hot towels followed with desincrustation working with negative polarity on the t zone and outer cheeks avoiding the sensitive inner cheek area, reverse polarity – 15 minutes – current direct
 - b. Follow with relaxing facial massage incorporating indirect high frequency to aid the absorption of product – 20 minutes – current oscillating (alternating)
 - c. Follow with iontophoresis and leave products on the skin– 10 minutes
 - d. Nourishing mask to continue the effects of the iontophoresis – 10 minutes – current direct
 - e. Moisturise – 2 minutes

Or
- v. Micro-current facial 1 1/5 hr – cleanse, micro- current routine (each routine may vary depending on machine used) current – interrupted direct

Advice and recommendations:

- Correct use of SPF creams daily, recommend to use at least SPF20 – 25 for face.
- Use SPF creams on body when exposed to the sun.
- Body therapy – course of EMS and gyratory massage to work on the upper thighs, gluteals and upper arms to help warm and tone the muscles.
- Body brush legs and arms daily to exfoliate any dead skin cells and stimulate cell mitosis.
- Apply daily nourishing stimulating moisturising cream to the body particularly the legs and arms.
- Nourishing serum for face to be used weekly.
- Daily use of moisturising cream to face.
- Gentle facial exfoliation carried out every 3 to 4 days using a mild non-abrasive exfoliator.
- Deep cleaning mask to be used weekly
- Increase water intake to keep the skin hydrated.

Band 1 (1-5 marks)	Band 2 (6-10 marks)	Band 3 (11-15 marks)
<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 (a minimum of one face and one body treatment), with no justification provided for choices made. Limited knowledge of machine currents. Very limited reference made to contra-actions. 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. Proposed course of treatments are not logical and do not meet all the treatment aims.</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's needs. Aftercare advice beginning to show some aspects of reference to the client.</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 (more than 2 treatments) were 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 their choices. Demonstrated some knowledge on machine currents. Some reference made to possible contra-actions but no detail of causes. Advice and recommendations provided on treatments suggested, but lacking future consideration and justification. Conclusion drawn, but does not fully support the treatment plan. Proposed course of treatments show some logic and meet some of the treatment aims.</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. Some justifications evident around aftercare advice and recommendations</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 was accurate and considered the client's needs and characteristics. A wide range of treatment options considered as part of the treatment plan, justification for the choices and recommendations made were detailed and all contextualised to treatment with no evidence or 'routine answer'. Knowledge of machine currents is accurate. Clear details of possible contra-actions and how they are caused. 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 come to a well-balanced conclusion, which is fully substantiated. Proposed course of treatments are logical and shows clear links to the client's treatments aims.</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 fully explored logical course of treatments that are fully relevant. The candidate has discussed, in detail products which will enhance the overall effectiveness of the treatment plan through link selling.</p>