

Qualification: 6003-30-030/530 Level 3 Advanced Technical Diploma in Beauty and Spa Therapy (540) – Theory Exam

June 2018

1	State two advantages of promoting a new facial treatment in a salon.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of two marks:</p> <ul style="list-style-type: none"> • Increased revenue for the salon. • Encouraging repeat bookings for existing clients. • Increase client base to the salon / bringing in new clients. 		2
2	State two requirements of the Sale of Goods Act.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark for each of the following, to a maximum of two marks:</p> <ul style="list-style-type: none"> • Goods are of satisfactory quality. • Goods fit for their intended purpose. • Goods free of faults or defects. • Goods maybe returned or refunded under certain conditions. 		2
3	Explain the importance of evaluating sales techniques when working in a salon.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for each identification to a maximum of two, one mark for the linked explanation to a maximum of four marks.</p>		4

	<ul style="list-style-type: none"> Helps the therapist build their confidence (1), which will potentially increase their commission (1) Helps therapist develop their interpersonal skills (1), which will ensure client confidence (1), and repeat business (1), clients will be happy/satisfied (1). Aids therapist to achieve set targets (1) which will boost salon revenue (1). Aids the therapist to review their performance (1) which will ensure training and development needs are met (1). 		
4a	Describe one function of each of the following cell structures: Mitochondria		
	Acceptable answer(s)	Guidance	Max mks
	One mark each for any of the following, to a maximum of one mark. <ul style="list-style-type: none"> Powerhouse of the cell/ convert energy within the cell for use. 		1
4b	Cell Membrane		
	Acceptable answer(s)	Guidance	Max mks
	One mark each for any of the following, to a maximum of one mark. <ul style="list-style-type: none"> Allows substances to enter the cell. Allows substances to leave the cell 		1
5	State the muscle responsible for each of the following movements. a) Lateral flexion and rotation of the torso. b) Extension of the hip and flexion of the knee. c) Flexion of the knee and planter flexion of the foot.		
	Acceptable answer(s)	Guidance	Max mks
5a	One mark each for any of the following, to a maximum of one mark. Obliques/internal/external.		1

5b	<p>One mark each for any of the following, to a maximum of one mark:</p> <p>Hamstrings/ semi tendinosus/semi membranous/biceps femoris.</p>		1
5c	Gastrocnemius.		1
6	State two of the bones that form part of the pelvic girdle.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of two marks.</p> <ul style="list-style-type: none"> • Ilium. • Ischium. • Pubis. 		2
7	Describe two functions of the right lymphatic duct.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of two marks.</p> <ul style="list-style-type: none"> • Drains lymph from the upper right quadrant/the right side of head, neck, right arm, thorax (1). • Drains into the right subclavian vein (1). 		2
8a	State the location of each of the following blood vessels: Saphaneous vein.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of one mark.</p> <p>Medial aspect of leg from lower to upper</p>		1
8b	Carotid artery.		
	Acceptable answer(s)	Guidance	Max mks

	<p>One mark each for any of the following, to a maximum of one mark.</p> <p>Side of neck.</p>		1
8c	Axillary vein.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of one mark:</p> <p>Upper arm near the underarm.</p>		1
9	Explain the effects of kyphosis on the body.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark for the identification to a maximum of two marks, one mark for the linked explanation of the affect to a maximum of four.</p> <ul style="list-style-type: none"> • The shoulders become rounded/ rounding of the thoracic region (1) which will shorten the pectoral muscles (1) which will tighten and become tense (1). • The muscles of the back become lengthened (1) and over stretched (1) which causes muscular pain in the upper back (1). 		4
10	State two functions of the endocrine system.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of two marks:</p> <ul style="list-style-type: none"> • Produce hormones. • Secrete hormones into the blood • Regulates growth/ metabolism/ development in the body. • Contributes to the reproductive process. • Works alongside the nervous system. • Helps communicate/control and co-ordinate body activities. 		2
11	Explain the transportation of oxygen through the cardio vascular system.		
	Acceptable answer(s)	Guidance	Max mks

	<p>One mark for the identification to a maximum of two marks, one mark for the linked explanation to a maximum of four.</p> <ul style="list-style-type: none"> • Oxygen from the lungs is taken to the heart via the pulmonary veins(1) where these veins enter the left atrium(1), this then passes into the left ventricle and out the aorta (1) • The arteries take the oxygen around the body (1), these arteries break down into arterioles (1) and breakdown further into capillaries (1). • In the capillaries the oxygen is diffused (1) into the cells and tissues (1). • The venules/veins pick up de-oxygenated blood (1), waste and carbon dioxide (1), and take it back to the heart (1). 		4
12	State three advantages of using effleurage massage techniques to prevent repetitive strain injuries.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of three marks.</p> <ul style="list-style-type: none"> • Can be used to apply localised deep pressure in a specific area. • Stimulates the blood flow to the area. • Brings oxygen to the area. • Stimulates the sensory nerve endings. • Releases muscle tightness in the localised area. 		3
13	Explain the considerations to be taken when carrying out a full body massage on an elderly female client.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark for each consideration to a maximum of three marks and one mark for each linked explanation to a maximum of six marks.</p> <ul style="list-style-type: none"> • Height of couch when asking the client to get on (1), which will help/ support getting on and off the couch (1). • Pressure of massage movements maybe need to be lighter (1) to prevent bruising/damage to skin (1). • Position of client on the couch may need to be semi reclined (1) to aid breathing/ comfort (1). • Leg supports under knee (1) to aid comfort (1), to prevent hyper extension of the knee (1). 		6

	<ul style="list-style-type: none"> • Keeping the client warm (1), as the body temperature on an older client can drop (1) • Avoid or carry out light tapotement movements (1) to prevent pain in the localised area (1). 		
14a	Name a contra-indication that would prevent a body massage on the limbs in each of the following categories. Viral.		
	Acceptable answer(s)	Guidance	Max mks
	One mark each for any of the following, to a maximum of one mark. Verruca/wart.		1
14b	Fungal.		
	Acceptable answer(s)	Guidance	Max mks
	One mark each for any of the following, to a maximum of one mark. Tinea corporis/ ringworm of the body, tinea pedis / athletes foot.		1
14c	Bacterial.		
	Acceptable answer(s)	Guidance	Max mks
	One mark each for any of the following, to a maximum of one mark: Furuncles/boils, carbuncles.		1
15	State three contra-actions that could occur following a body galvanic treatment.		
	Acceptable answer(s)	Guidance	Max mks
	One mark each for any of the following, to a maximum of three marks. <ul style="list-style-type: none"> • Galvanic burn. • Excessive erythema. • Skin irritation. 		3

16	Explain the benefits of combining desincrustation and direct high frequency within a facial, on a client with oily skin and comedones. (6 marks)		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark for each benefit to a maximum of three marks and one mark for each linked explanation to a maximum of six marks:</p> <ul style="list-style-type: none"> • Desincrustation has a soaping / saponification effect (1) which breaks down the acid mantle (1) helping to deep cleanse the area (1), and exfoliate (1). • The alkali reaction(1) helps to softens the comedones (1) which allows for easier comedone removal (1). • Direct high frequency has a germicidal effect on the skin (1), which tighten pores/closing pores(1), which is drying to the oily skin(1). 		6
17a	During a client’s consultation, a body analysis has revealed weak muscles on the abdomen, medial aspect of upper thighs and lateral aspect of upper arms. Explain the adaptations required when applying a 20min EMS treatment to this client.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark for each identification to a maximum of marks and one mark for each linked explanation to a maximum of six marks:</p> <ul style="list-style-type: none"> • Longitudinal padding would be most effective (1) as it utilises machines/using 8 pairs of pads minimum (1). which make best use of the machine (1) • Pad up the most appropriate muscles - gracilis /, rectus abdominus /, obliques/ triceps / any spare pads reinforce with split or duplicate padding (1) which will ensure the best results (1). • For the first part of the treatment have medium frequency (1), reduce to low frequency as treatment progresses (1), have medium to high pulse width (1). which will allow all the muscle fibres to be stimulated (1) • Increase intensity further after 10 mins (1) which ensures the maximum efficiency of muscle (1). 		6

17b	State three pieces of aftercare advice that could be given to the client following the treatment.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of 3 marks.</p> <ul style="list-style-type: none"> • Avoid strenuous exercise immediately after (1). • Drink plenty of water (1). • Encourage healthy eating (1). • Recommend specific exercises to carry out at home (1). 		3
18a	State three benefits of using infra-red prior to a body mechanical massage treatment.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of three marks.</p> <p>Warms the area (1).</p> <p>Relaxes the muscles (1).</p> <p>Sooths the sensory nerve endings (1).</p> <p>Relaxes the client (1).</p>		3
18b	State two precautions to follow when using infra-red.		
	Acceptable answer(s)	Guidance	Max mks
	<p>One mark each for any of the following, to a maximum of two marks.</p> <p>Cover the client's eyes so not looking directly into the rays (1).</p> <p>Rays to strike the area at 90 degrees (1).</p> <p>Use the inverse square law for distance and time (1).</p>		2

19 The information given in the table below is a case study of a client who has come into the salon for treatment. The client has a four hour booking, to include consultation, and treatments to incorporate at least one body electrotherapy, one facial electrotherapy and one body massage.

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

Name: Mike

Gender: Male

Age: 42

Height: 5ft 10in / 1.77 m

Weight: 13 stone / 82.5 kg

Medical history: Has had a knee operation 2 years ago, has mild asthma

Medication: Asthma inhaler

Comments:

Works full time as a postman which covers both driving a van and walking. Works from 5.30am – 2.00pm 5 days a week and this could include Saturdays depending on the work rota. Client is concerned about soft fat on both the abdominal and outer thighs, this may be due to snacking during work hours.

When at home has healthy meals with a variety of meats and vegetables but likes to drink at least one pint of beer each evening. Mike is busy when at home as he takes his two children to various activities after school. On Sunday he likes to go out cycling with his group of male friends and they try to cycle a round trip of 60 miles. Mike has noticed his nose has become quite red recently, he does use a moisturising cream that his wife bought him and when cycling uses a sunblock.

Physical Face & Body Observations:

Soft fat on abdomen, upper outer legs, pelvis tilting forward and weight is carried on the front of the feet. This seems to have caused a hollow in the lower back and the muscles in this area seem very tight. The facial skin is quite coarse with open pores, comedones and a red nose.

Acceptable answer(s)	Guidance	Max mks
<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>Indicative content</p> <p>Candidate's response may include, but is not limited to, the following:</p> <ul style="list-style-type: none"> • Treatment plans <ul style="list-style-type: none"> ○ Body electrical ○ Body massage ○ Facial electrotherapy: ○ Micro-dermabrasion • Treatment options • Timescales for treatments • Methods of application 	<p>15</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 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. 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 was accurate and considered 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 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>	<ul style="list-style-type: none"> • Types of currents • Link selling • Advice and recommendation • Homecare/aftercare plan 	
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