General instructions
• Use black or blue ball-point pen.
• The marks for questions are shown in brackets.
• This examination contains 19 questions. Answer all questions.
• Answer the questions in the spaces provided. Answers written in margins or on blank pages will not be marked.
• Cross through any work you do not want to be marked.
1. State **four** pieces of legislation that apply when selling retail products in a salon. (4 marks)

2. Explain ways to promote a new facial product to a regular client of the salon. (4 marks)

3. Describe each of the following pathologies of the skin.
   a) Psoriasis. (1 mark)
   b) Vitiligo. (1 mark)

4. State **two** types of movement that occur at the ball and socket joint. (2 marks)
5 State the location of the following muscles.
   a) Piriformis. (1 mark)
   b) Sartorius. (1 mark)
   c) Serratus anterior. (1 mark)

6 Explain the effects of lordosis on a middle aged male client's body. (4 marks)

7 Describe one phase of the cardiac cycle. (2 marks)
8 State the lymph nodes in each of the following locations.
   a) In the groin. (1 mark)
   b) Under the chin. (1 mark)
   c) In the elbow. (1 mark)

9 Explain the differences between the lymphatic system and the pulmonary system. (4 marks)

10 Describe the function of the digestive system. (2 marks)
11 Describe the benefits of using petrissage massage techniques. (2 marks)

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12 Explain the adaptations for a body massage when treating a client with a slight swelling and mottled appearance of the lower legs. (6 marks)

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13 Describe each of the following body types.
   a) Mesomorph. (2 marks)
   b) Ectomorph. (2 marks)

14 State the type of current used in each of the following treatments.
   a) Electrical-muscle stimulators (EMS). (1 mark)
   b) Direct high frequency. (1 mark)
   c) Micro current. (1 mark)

15 State four benefits of using micro-dermabrasion on a client with dry dehydrated skin. (4 marks)
16 Explain the benefits of using the cathode as the active electrode during a galvanic treatment on the outer upper thighs. (6 marks)

17 State **four** safe working practices that must be followed when carrying out an indirect high frequency treatment. (4 marks)
18 Compare the differences between a client with a winged scapula and a client with scoliosis. (6 marks)

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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 4 hour booking, to include consultation, and treatments to incorporate at least one body electrotherapy, one facial electrotherapy and body massage. Discuss the treatment options available recommending a justified treatment plan for the client.

Name: Joanne
Gender: Female
Age: 37
Height: 5ft 2in / 1.57m
Weight: 13 stone
Medical history: Had a bunion operation 6 months ago, had a caesarean 2 years ago, appendix removed when in her teens
Medication: Contraceptive pill
Comments: Works part time 3 days a week in a busy supermarket where her duties include stock control and supervising the checkouts. Her aim of the session is to kick start a new me and needs time out to relax. Client is concerned about her weight gain on abdominal area, thighs and upper arms. She eats lots of convenience foods and snacks throughout the day particularly in the evening whilst watching TV. She has little time for herself and often experiences aching lower legs and feet due to rushing around at work and constantly being on the go. Joanne is planning a family holiday in Italy and has noticed her cheek area is sensitive and dry, there are small areas of broken capillaries, her T zone has open pores and some blackheads.

Physical Body Observations: Soft and hard fat on abdomen, upper legs and upper arms, slight kyphosis skin on body generally very dry and flaky on lower legs.
Question 19 continued
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