

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

6003-530 Level 3 Beauty and Spa Therapy - Theory exam (1)

March 2022 Mark Scheme

Q no.	Acceptable answer(s)	Guidance	Max mks	Ref
Q1	<p>1 mark for each of the following, up to a maximum of 4 marks:</p> <ul style="list-style-type: none"> • To gain commission/increase wages. • To gain client loyalty/trust. • To build rapport/relationship with client. • Client rebooks/returns. • To meet salon/individual sales target. • To increase confidence/techniques in selling product/ shows knowledge of products • To be more desirable to future employers. • To Increase client awareness / interest of product range. 		4	301. 01.01 AO1
Q2	<p>1 mark for each opportunity, to a maximum of 2 marks; 1 mark for each linked explanation to a maximum of 2 marks; allowing up to 4 marks in total:</p> <ul style="list-style-type: none"> • Explaining benefits of products used during treatment (1) which will gain client interest (1). • Offering samples of products used (1) so the client can see/experience the benefits (1). • Offering discounts on products (1) which will encourage to purchase (1) • During client consultation/ knowing clients needs (1) which enables the therapist to recommend suitable products/treatments (1). • Offering loyalty schemes for treatments (1) which will motivate the client into rebooking (1) • Offering the client a free demonstration/ taster session of treatment/product (1) so they can feel/see/experience how it works (1). • At the end of the treatment take time to discuss products used (1) which enables 		4	201 02.01 AO1

	<p>conversation on the effects and benefits of products/future treatments (1).</p> <ul style="list-style-type: none"> Picking up/taking an interest in a product (1) which gives the therapist an opportunity to promote/explain in greater detail (1). 			
Q3	<p>1 mark each for any of the following, to a maximum of 2 marks:</p> <ul style="list-style-type: none"> Squamous/pavement. Cuboidal. Columnar. 		2	302 01.04 AO1
Q4	<p>1 mark for each the following:</p> <p>a) Immediately below the skull/cranium or top bone of the spine/ top of the spine/cervical vertebrae/ top of neck.</p> <p>b) Pelvic girdle/pelvis.</p> <p>c) Foot/ heel.</p>	<p>Do not accept:</p> <p>a) Below the head. Neck.</p> <p>b) Bottom of spine</p> <p>c) Ankle</p>	3	302 03.03 AO1
Q5	<p>1 mark each for the following:</p> <p>a. Muscular system.</p> <p>b. Skeletal system.</p>		2	302 03.05 AO1
Q6	<p>1 mark each for any of the following, to a maximum of 3 marks:</p> <ul style="list-style-type: none"> Arteries have thick walls/ thick walls to withstand the high pressure. They are elastic vessels/ they are elastic vessels to allow movement of blood. They are muscular. They help to maintain blood pressure. They take blood away from the heart. They do not contain valves. 	<p>Do not accept:</p> <p>Stretchy vessels.</p>	3	302 05.01 AO1
Q7	<p>1 mark for each of the following:</p> <ul style="list-style-type: none"> Afferent. Efferent. 		2	302 06.01 AO1

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Q8	<p>1 mark for each role, to a maximum of 2 marks; 1 mark for each linked explanation to a maximum of 2 marks; allowing up to 4 marks in total:</p> <ul style="list-style-type: none"> • Produce / secrete hormones (1) which regulate body activities such as growth/ metabolism/ development of the body (1). • Works alongside the nervous system (1) which together communicates / controls / co-ordinates body activities (1) maintaining homeostasis (1) • Helps to control body functions (1) which include emotion / appetite /sexual activity / water balance (1) • Contributes to the reproductive process/reproductive organs (1) which helps in the development of the reproductive organs (1) secondary sexual characteristics (1) • Work with the sympathetic nervous system (1) which helps maintain the body during times of stress (1) 	A linked explanation must be linked to the role stated.	4	302 10.01 AO2
Q9	<p>1 mark each for any of the following, to a maximum of 2 marks:</p> <ul style="list-style-type: none"> • Stores bile from the liver. • Secretes mucus into the bile. • Releases bile into the bile duct/small intestine/ releases bile when needed by the body. 		2	302 09.01 AO1
Q10	<p>1 mark for each function, to a maximum of 2 marks; 1 mark for each linked explanation to a maximum of 2 marks; allowing up to 4 marks in total:</p> <ul style="list-style-type: none"> • Ventilation of the respiratory structures (1) by inhalation and exhalation (1). • Exchange of gases / when breathing in / when breathing out (1), the blood is supplied with oxygen/the body excretes carbon dioxide (1). • Maintains homeostasis (1) by maintain oxygen levels in the blood (1) and elimination of waste carbon dioxide / heat (1). • Produces speech (1) by the vocal cords in the larynx (1). • Olfaction through nerve endings in the nasal cavity (1) which send impulses of smell to the brain (1). • Protection of the respiratory system as the nostrils contain the cilia (1) which traps dust 		4	302 08.01 AO2

	particles/foreign bodies from entering the body (1).			
Q11	<p>1 mark each for any of the following, to a maximum of 3 marks:</p> <ul style="list-style-type: none"> • Erector spinae. • Quadratus lumborum. • Hamstrings/Biceps femoris. • Hamstrings/Semi tendinosus. • Hamstrings /Semi membranosus. • Ilio-psoas. 	<p>Do not accept: The term hamstrings more than once.</p>	3	303.01.04 AO1
Q12	<p>1 mark each for any of the following, to a maximum of 3 marks:</p> <ul style="list-style-type: none"> • Kneading/ reinforced kneading/ thumb kneading. • Picking up/pinching. • Wringing. • Skin rolling. • Knuckling/knuckles. • Ironing. • Friction. • Vibration. 		3	303 02.02 AO1
Q13	<p>1 mark for each adaptation, to a maximum of 3 marks; 1 mark for each linked explanation to a maximum of 3 marks; allowing up to 6 marks in total:</p> <ul style="list-style-type: none"> • Use of effleurage movements over the back /anterior upper chest area (1) in order to stimulate the circulation / warm the area (1) • Carry out lighter movements (1) which will avoid discomfort/pain in the upper back area/to release stress and tension (1). • Finger kneading over the pectorals (1) which will release muscular tension on the upper anterior chest (1). • Petrissage movements/wringing /skin rolling over the pectorals / upper posterior back (1) which helps to breakdown /drain tension / toxins within the treatment area (1). • Friction movements along fibres of the pectorals / posterior upper back (1) which loosens /aids flexibility of muscles (1). • Passive stretches of the arms (1) to stretch out the muscle fibres of the pectorals / and upper chest (1). • Pillow under the upper chest area (1) when working on the posterior aspect of the back (1) to stretch out the pectorals (1) 	<p>The movements must identify to the specific area as detailed in the case study.</p>	6	303 02.03 AO2

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Q14	1 mark each of the following: a. Direct. b. Interrupted direct. c. Alternating.		3	305 02.01 AO1
Q15	1 mark for any of the following, to a maximum of 4 marks: <ul style="list-style-type: none"> • Carry out thermal/tactile/sensitivity tests on client. • Remove all jewellery. • Test machine on self/client • Check machine is working/ set on correct polarity/negative. • Have electrode on face before turning machine on. • Turn up intensity slowly. • Keep electrode in contact with the skin/moving during treatment. • Choose the most appropriate gel for oily skin. • Make sure product does not dry out on the skin/ make sure enough gel/product is on the skin. • During treatment intensity may need to be reduced/check current level throughout treatment • Monitor the milliamp reading as this can increase as the skin accepts the current / adjust current accordingly during the treatment. • Turn down/off before removing the electrode from the face. 	Discuss with markers: Many candidates stated timing for treatment 7-10mins should this be an acceptable answer.	4	304 02.03 AO1
Q16	1 mark each for any of the following, to a maximum of 4 marks: <ul style="list-style-type: none"> • Avoid excessive exercise immediately after treatment. • Drink plenty of water. • Recommend a course of treatment. • Body brush the area to increase circulation. • Give advice on home exercises for abdomen and legs. • Aim for periods of being active on a regular basis. • Avoid heavy meals. • Avoid alcohol. • Rest after treatment 		4	305 03.01 AO1

Q no.	Acceptable answer(s)	Guidance	Max mks	Ref
Q17	<p>Infra-red 1 mark for a factor; 1 mark for the linked explanation; allowing up to 2 marks in total:</p> <ul style="list-style-type: none"> • Apply infra-red first to the posterior (1) which will warm the area (1) stimulate the circulation (1) making them more receptive to EMS (1). • Infra-red relaxes tense muscles (1) which reduces the likelihood of muscle cramping (1) <p>EMS 1 mark for each factor to a maximum of 2; 1 mark for each linked explanation to a maximum of 2; allowing up to 4 marks in total:</p> <ul style="list-style-type: none"> • Apply longitudinal padding/duplicate padding (1) to the gluteus maximus / gluteus medius / minimus (1) hamstrings / biceps femoris, semitendinosus, semi membranous (1) triceps (1). • Apply split padding (1) where there are spare sets of pads to fully utilise the machine (1). • Set machine with a low frequency (1) allowing the pulses to penetrate deep as the muscles are weak (1). • Set machine with a high pulse width (1) to allow the current to hold in the weak muscles (1). • Increase intensity throughout the treatment (1) to gain full muscle contraction (1). 	<p>To gain the 2 marks, the infra-red treatment must be carried out at the beginning.</p>	6	305 02.03 AO2
Q18	<p>1 mark for each benefit, to a maximum of 3 marks; 1 mark for each linked explanation to a maximum of 3 marks; allowing up to 6 marks in total:</p> <ul style="list-style-type: none"> • The active product is repelled by the anode (1) and is attracted to the passive cathode electrode (1) which pushes the product/soluble substances into the skin (1). • The chemical barrier /reins barrier of the skin is broken down (1) which allows the actively charged product to travel through the membrane (1). • It stimulates cell renewal/increases circulation (1) which oxygenates the cells (1) leaving the skin hydrated /firm /revitalised (1). • The skin is re-balanced (1) as the process restores the pH of the skin/acid mantle (1). • Will increase cell metabolism (1) which will improve the condition / colour/ texture of the skin (1). 	<p>If candidates are just providing explanations but not linking it to a benefit mark will not be awarded.</p>	6	304 02.04 AO2

	<ul style="list-style-type: none"> It causes/creates vasoconstriction (1) which can soothe nerve endings (1) 			
Q19	<p>For no awardable content, award 0 marks.</p> <p>Band 1 (1-5 marks) 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) 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) 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 come to a well-balanced conclusion, which is fully substantiated.</p>	<p>Indicative Content</p> <ul style="list-style-type: none"> Justified treatment plans Treatment options Timings for treatments Methods of application Finer details of electrical treatments to include contra-indications specific to electrical treatments and appropriate sensitivity testing Types of currents Link selling Advice and recommendation Homecare/aftercare plan 	<p>Max mks 15</p>	Ref

	<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>			
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