

**Qualification title:** Level 3 Advanced Technical Diploma in Nail Technology (450)

**Test title:** Level 3 Nail technology - Theory exam (1)

**Version:** April 2017

**Base mark:** 60

<b>1</b>	
State <b>two</b> potential benefits to the salon of a nail technician promoting products and services. (2 marks)	
<b>Answer:</b>	
<b>1 mark each for any of the following, to a maximum of 2 marks:</b>	
<ul style="list-style-type: none"> <li>• Increases turnover.</li> <li>• Encourages a returning client base.</li> <li>• Meeting sales targets</li> <li>• Increases staff commission.</li> <li>• Increases/maintains salon reputation.</li> </ul>	
<b>Test spec reference: 301 1.1 (AO1)</b>	<b>Total marks: 2</b>

<b>2</b>	
Explain why a competitor analysis should be carried out prior to opening a new nail business. (4 marks)	
<b>Answer:</b>	
<b>1 mark each for any of the following, to a maximum of 4 marks:</b>	
<ul style="list-style-type: none"> <li>• Allows comparing of most popular services, treatment times, pricing in the area.</li> <li>• It helps to find out about the different types of nail businesses.</li> <li>• It will help to form a business plan.</li> <li>• Allows the marketing and promotion of unique selling points (USPs).</li> <li>• It will help target potential clients.</li> </ul>	
<b>Test spec reference: 317 2.2 (AO2)</b>	<b>Total marks: 4</b>

<b>3</b>	
State the <b>four</b> types of bone found within the skeletal system. (4 marks)	
<b>Answer:</b>	
<b>1 mark for each of the following, to a maximum of 4 marks:</b>	
<ul style="list-style-type: none"> <li>• Irregular.</li> <li>• Short.</li> <li>• Sesamoid.</li> <li>• Long.</li> </ul>	
<b>Test spec reference: 330 2.1 (AO1)</b>	<b>Total marks: 4</b>

<b>4</b>	
Why does the lymphatic system produce lymphocytes? <span style="float: right;">(1 mark)</span>	
<b>Answer:</b> <b>1 mark for each of the following, to a maximum of 1 mark:</b>	
<ul style="list-style-type: none"> <li>To process waste/toxins (1) to prevent infection.(1) (accept either of these for a mark)</li> </ul>	
<b>Test spec reference: 330 5.1 (AO1)</b>	<b>Total marks: 1</b>

<b>5</b>	
Explain the ways in which the skin helps to maintain body temperature. <span style="float: right;">(4 marks)</span>	
<b>Answer:</b> <b>1 mark for each of the following, to a maximum of 4 marks:</b> <b>Exact wording is not required, as long as sense is clear</b>	
<ul style="list-style-type: none"> <li>In hot conditions the capillaries dilate / vasodilation occurs dissipating heat (1), sweat is excreted cooling the body (1).</li> <li>When it's cold the capillaries constrict / vasoconstriction occurs (1), the arrector pili muscle contracts causing the hairs to stand up preventing heat escaping (1).</li> </ul>	
<b>Test spec reference: 330 1.1 (AO2)</b>	<b>Total marks: 4</b>

<b>6</b>	
a) State the <b>three</b> main routes of entry by which a substance can be absorbed into the body.	(3 marks)
b) Explain how overexposure can be prevented.	(3 marks)
<b>Answer:</b>	
a)	
<b>1 mark for each of the following, to a maximum of 3 marks:</b> <b>Accept alternative wording</b>	
<ul style="list-style-type: none"> <li>Inhalation.</li> <li>Absorption.</li> <li>Ingestion.</li> </ul>	
b)	
<b>1 mark each for any of the following, to a maximum of 3 marks:</b> <b>Ensure 1 mark is allowed for each valid point marked (1)</b>	
<ul style="list-style-type: none"> <li>PPE – Gloves/goggles help prevent absorption (1) masks help prevent inhalation/ingestion. (1)</li> <li>Adequate ventilation (1)will prevent a build-up of dust/vapours in the work area.(1)</li> <li>Correct product application techniques (1)will avoid products coming into contact with the skin. (1)</li> <li>Following manufactures instructions (1) ensures correct product ratios/curing times / any other appropriate response. (1)</li> </ul>	

<ul style="list-style-type: none"> <li>• Good working practice (1) – Changing towels regularly / keeping lids on products / correct disposal methods / any other appropriate response (1).</li> </ul>	
<b>Test spec reference: 335 1.4 (AO1 / AO2)</b>	<b>Total marks: 6</b>
<b>7</b>	
<p>Explain the differences between acid-based and acid-free primers. (3 marks)</p> <p><b>Answer:</b></p> <p><b>Maximum of two marks if only one type of primer is mentioned</b></p> <ul style="list-style-type: none"> <li>• Acid-based primers leave a chalky finish (1), acid-free primers leave a sticky surface. (1)</li> <li>• Acid-based primers have a strong odour (1), acid-free primers have minimal odour. (1)</li> <li>• Acid-based primers are corrosive (1), acid-free primers are non-corrosive. (1)</li> </ul>	
<b>Test spec reference:335 2.3 (AO2)</b>	<b>Total marks: 3</b>
<b>8</b>	
<p>State <b>three</b> advantages of using UV/LED gels. (3 marks)</p> <p><b>Answer:</b></p> <p><b>1 mark each for any of the following, to a maximum of 3 marks:</b></p> <ul style="list-style-type: none"> <li>• Little or no odour.</li> <li>• Can be flexible.</li> <li>• High gloss/shine finish without buffing.</li> <li>• More time to sculpt into shape.</li> <li>• Can look very natural.</li> <li>• Lightweight.</li> <li>• Any other appropriate response.</li> </ul>	
<b>Test spec reference: 331 2.1 (AO1)</b>	<b>Total marks: 3</b>
<b>9</b>	
<p>Explain the considerations that should be taken when applying UV/LED gel to a hook/claw nail shape. (3 marks)</p> <p><b>Answer:</b></p> <p><b>1 mark each for any of the following, to a maximum of 3 marks:</b></p> <ul style="list-style-type: none"> <li>• Sculpting techniques are most suitable for correcting this nail shape.</li> <li>• Remove the nail free edge.</li> <li>• Apply sculpting form at the correct angle.</li> <li>• Apply product to correct the upper arch.</li> <li>• A thick viscosity builder gel should be used (1) to create strength and structure. (1)</li> </ul>	
<b>Test spec reference: 331 2.2 (AO2)</b>	<b>Total marks: 3</b>

**10**

- a) State the **three** stages of decontamination that are used to prevent cross-infection. (3 marks)
- b) Explain **each** stage stated in a). (3 marks)

**Answer:**

**1 mark for each of the following, to a maximum of 3 marks:**

**Wording must match below for mark**

- Sanitising.
- Disinfection.
- Sterilization.

**1 mark for each of the following, to a maximum of 3 marks:**

**Accept any wording as long as sense is clear**

- Sanitising reduces the number of pathogens on any surface.
- Disinfection greatly reduces the pathogens on a non-living surface.
- Sterilisation is the total destruction of all living organisms on an object.

**Test spec reference: 332 1.1 (AO1 / AO2)**

**Total marks: 6**

**11**

Describe **each** of the following colour schemes that are used when creating nail art designs.

- a) Monochromatic. (1 mark)
- b) Complimentary. (1 mark)
- c) Analogous. (1 mark)

**Answer:**

a)

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

**Award one mark for any point marked (1)**

- Derived from a single base colour (1) and extended into its shades, tones and tints. (1)

b)

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

- When two colours are placed together (1) they create a strong contrast/colour clash.(1)

c)

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

- Schemes that use colours next to each other (1) on the colour wheel.(1)

**Test spec reference: 333 1.1 (AO1)**

**Total marks: 3**

**12**

Explain the importance of carrying out a risk assessment.

(4 marks)

**Answer:**

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

- To identify potential hazards within the workplace.
- To help decide priorities.
- It is a legal requirement.
- It highlights staff training needs.
- For quality assurance programmes.

**Test spec reference: 333 1.1 (AO2)**

**Total marks: 4**

**13**

a) Explain **each** of the following methods of research.

i. Primary.

(1 mark)

ii. Secondary.

(1 mark)

b) State **three** examples of research sources.

(3 marks)

**Answer:**

a)

i.

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

- Primary research is the use of original information/data collected by the researcher to produce original ideas.

ii.

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

- Secondary research involves gathering existing data that has already been produced.

b)

**1 mark each for any of the following, to a maximum of 3 marks:**

- Original information.
- Internet.
- Books / magazines.
- Films and television.
- Music videos.
- Exhibitions.
- Photographs.
- Fashion designers / celebrity hair/make-up/nail artists.
- Any other appropriate response.

**Test spec reference: 334 2.1/2.2 (AO1 / AO2)**

**Total marks: 5**

**14**

The information provided in the table below is a case study of a client who has come into the nail salon to discuss a service plan. The client has a 2 hour booking with a 30 minute consultation.

Discuss the service options available, recommending a justified service plan for the client.

**Name:** Gail

**Gender:** Female

**Age:** 32

**Medical history:** Diabetes.

**Medication:** Insulin and birth control.

**Comments:** Gail works in a stressful job as a teaching assistant. Gail is getting married in three months and has come in to the nail salon for advice on her nails and designs for her wedding day. She has planned the colour scheme for her wedding and wants this to be reflected in the nail design. She wants to continue wearing colour.

**Nail and skin observations:** She has irregular nail lengths with the nails being prone to splitting, pitting and breakages. She has a dry skin type.

**Answer:**

Indicative content

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

- i. Services can include a combination of the following services to improve the nails and hands:
  - a. Nail enhancements,
    - i. Overlays, tips, sculpting
    - ii. Soft/hard gel, liquid and powder
  - b. Nail art
    - i. Embedding
    - ii. 3D
    - iii. 2D
    - iv. Imprinting/stamping
    - v. Colour fading
    - vi. Marbling
    - vii. Gel painting
    - viii. One stroke

**And**

- c. Nail shapes (For example)
  - i. Stiletto
  - ii. Ballerina (coffin)
  - iii. Lipstick
  - iv. Square
  - v. Round
  - vi. Squoval
- ii. Frequency of treatments – 2-3 weeks for maintenance.
- iii. Relationship between client's budget and associated costs.
- iv. Justification of the types of treatments considering:
  - a. Lifestyle,
  - b. Medication,
  - c. Job,
  - d. Timescales,
  - e. Final nail design.

<p>v. Retail and homecare advice:</p> <ul style="list-style-type: none"><li>a. Exfoliating products,</li><li>b. Skin creams/lotions and cuticle oil/cream to help dry skin,</li><li>c. Hand masks.</li><li>d. Nail file, buffer, top coat.</li></ul> <p>vi. Removal - Consideration given to when the enhancements are to be removed.</p>	
<b>Test spec reference: Integrated</b>	<b>Total marks: 12</b>

<b>Band 1(1-4 marks)</b>	<b>Band 2 (5-8 marks)</b>	<b>Band 3 (9-12 marks)</b>
<p>Service plan not tailored to suit the client's lifestyle or nail condition with no attention paid to, or understanding demonstrated of, the information provided in the case study. A limited range of available treatment and service options were considered with no justification provided for the choices made. Limited consideration given to timescales and budget with no links to the service plan. Limited advice and recommendations were provided regarding homecare and maintenance with no links to future events.</p> <p>To access the higher marks within the band, the candidate has made some attempt to justify their choices and benefits of the recommended services made with some but this is not always accurate or relevant to the client requirements in the case study.</p>	<p>Service plan options were discussed and were tailored to the client's needs, with some justifications provided. A range of designs were considered with tentative links between the choices made and the client's requirements, but lacks confidence in justifying their choices. Timescales and budget were considered incorporating regular services but were not fully linked to a service plan. Relevant advice and recommendations were suggested regarding homecare and maintenance but does not consider future events. Some conclusions were made but does not fully support the case study.</p> <p>To access the higher marks within the band, the candidate has shown greater ability to make links between the service/ design choices made and the client's needs. Conclusion made is justified and supported. Services proposed are in a logical sequence although timings and budgets not always accurate.</p>	<p>Comprehensive service plan is proposed and linked to the client's requirements and lifestyle providing clear justifications for the choices. A range of nail designs were considered and agreed on taking into consideration client's nail and skin condition. Thorough consideration was given to planning which took into account budgets, timescales and client requirements with accurate justifications made. Comprehensive and relevant options relating to retail and homecare advice were provided to maintain the effects of the treatment. Additional information was provided relating to post-wedding maintenance and removal of nail products. The candidate has come to a well-balanced conclusion, which is fully validated.</p> <p>To access the higher marks within the band, the candidate has given the reasons both for and against the services and system options considering any limitations of the client and the specific issues identified in the case study. The candidate has discussed, in detail, further services and products which will enhance the overall effectiveness of the treatment plan, design work and made considerations to on-going services which will retain the client through link selling.</p>