



304

Cut women's hair to create a variety of looks

A good haircut is the basis of every fantastic hairstyle, so your advanced cutting skills are among the most important you will need as a hairdresser. You'll never stop learning cutting skills, developing them continuously as trends change. You'll create a variety of stunning styles, including long, short and reverse graduations, as well as texturised, asymmetric and disconnected looks. You'll learn how to adapt the cut to take into account all of your client's particular needs, as you personalise your skills and tools to achieve the best possible outcome for the client.

Assignment mark sheet

Unit 304 Cut women's hair to create a variety of looks

Your assessor will mark you on each of the practical tasks in this unit. This page is used to work out your overall grade for the unit. You must pass **all** parts of the tasks to be able to claim a grade. For the practical task a pass equals 1 point, a merit equals 2 points and a distinction equals 3 points.

What you must know	Tick when complete
Task 1a: produce a technical guide	
Task 1b: produce an information sheet	
Or tick if covered by an online test	

What you must do	Grade	Points
Task 2a: look 1		
Task 2b: look 2		
Task 2c: look 3		
Task 2d: look 4		

Conversion chart

Grade	Points
Pass	1–1.5
Merit	1.6–2.5
Distinction	2.6–3

Total points for graded tasks

Divided by

= Average grade for tasks

Overall grade
(see conversion chart)

÷ 4



Candidate name:	
Candidate signature:	
Date:	
Assessor signature:	Date:
Quality assurance co-ordinator signature (where applicable):	Date:
External Verifier signature (where applicable):	Date:

Image courtesy of ISO

What does it mean?

Some useful words are explained below

Aftercare advice

What you say to the client about how to look after their hair, including how long to leave between cuts, how long to maintain the look, and the correct tools and products to use.



Asymmetric

When a style is longer on one side than the other.



Concave baseline

When the baseline is cut to curve inwards or downwards, such as on a bob, where the baseline curves down towards the sides.



Convex baseline

When the hair is cut longer at the middle back section, and shorter at the sides.



Cutting technique

A special cutting skill for producing a specific result.



Disconnecting

A technique for creating long and short lengths that do not blend together.

Fragilitas crinium

Commonly known as split ends, this is when the ends of the hair become damaged and split open. The only real treatment for this is to cut them off.

Freehand

Cutting the hair without holding it between the fingers, to remove length and bulk.

Hair density

The concentration of hairs on the head. For example, a sparse head of hair has low hair density.

Hair elasticity

An indicator of the condition of the hair's cortex and the strength of the hair: strong hair can stretch and return without damage. If the hair is strong, avoid too much tension when wet, as it may be shorter than you intended once it dries and returns to its natural state and elasticity.

Hair growth patterns

The way the hair grows, which can influence your decision as to how short to cut the hair.



Head and face shape

If the client chooses a style that is unsuitable for their head or face shape, it is your responsibility to offer a more suitable alternative.

What does it mean?

Some useful words are explained below (continued)



Natural fall

When the hair is wet you can see how the hair lies: does it fall to one side or the other; is there a natural parting?

Razor

Use this tool to remove bulk or to thin out the ends. They are especially handy for creating a textured look.

Reverse graduation

Once the initial guideline has been cut, each subsequent section is cut slightly longer.



Scissor over comb

A technique used to cut the hair very short, following the natural contours of the head. The hair is lifted and held in the comb by combing the hair in an upward motion, and the hair that protrudes through the comb is cut, holding the scissors above the comb.

Tapering

This technique can be used on dry hair with scissors and on wet hair with a razor: it removes bulk and gives texture.

Texturising

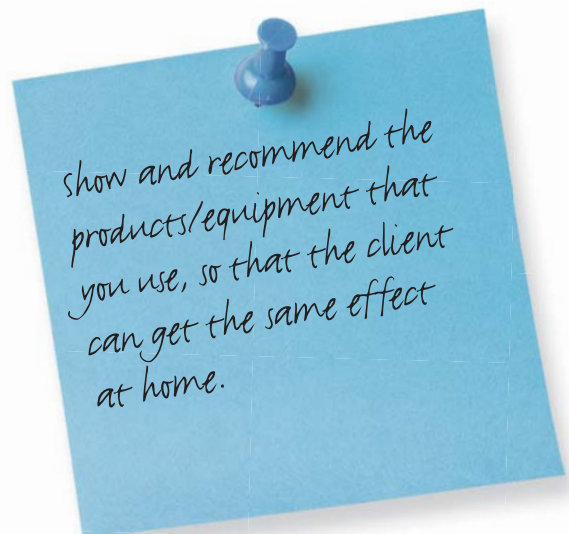
This technique produces softer broken edges.



Be the next ... *Antoinette Beenders*



Antoinette Beenders is Global Creative Director for Aveda. Antoinette has won many major hairdressing awards during a glittering career: her work appears regularly in fashion magazines, and she now jets all over the globe, appearing in shows and on TV. [Follow the blue quote marks to read what Antoinette has to say.](#)



show and recommend the products/equipment that you use, so that the client can get the same effect at home.

What you must know

You must be able to:

- 1 Describe the range of looks for women
- 2 Explain how to achieve looks for women using a combination of cutting techniques
- 3 Explain the safety considerations that must be taken into account
- 4 Describe the factors that need to be considered when cutting hair
- 5 Explain how to maximise the potential of the client's hair taking into account identified factors
- 6 Describe the different consultation techniques used to identify service objectives
- 7 Describe the salon's requirements for client preparation, preparing themselves and the work area
- 8 Outline safe and hygienic working practices
- 9 Describe the correct use and routine maintenance of cutting tools and equipment
- 10 Explain the effect cutting hair at different angles has on the finished look
- 11 State the importance of applying the correct degree of tension to the hair when cutting
- 12 State the importance of checking the cut
- 13 Describe the aftercare advice that should be provided
- 14 State how to communicate and behave within a salon environment

Revision tip

You must carefully apply the correct degree of tension when cutting the hair or else the result may be uneven.



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Your client has to live with their hair on a daily basis, so consultation is key. Find out how long they have each day to spend on their hair, discuss their daily routines, and agree on a suitable cut.

Remember, if you cut the hair too short, there's nothing you can do about it!

Make sure you can see your guideline before you take the next cut.

Cut

“

Clean sectioning is of paramount importance!



Maintain the consultation with the client to check that your work meets the client's requirements.

Image courtesy of Gorgeous PR



Very few people can do two things at the same time, but as a hairdresser, you have to practise. You'll need to learn quickly the skill of holding a conversation without losing concentration.

ting

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For an über-blunt cut on one-length hair, clip edges with a pair of clippers: that will give you the bluntest possible result.

What you must do

Practical observations

This page shows what you need to do during your practical task. You can look at it beforehand, but you're **not** allowed to have it with you while carrying out your practical task. You must achieve **all** the criteria; you can achieve 1 mark, 2 marks or 3 marks for the criteria indicated with *.

State the look completed in each service. You must cover the following: short graduation, long graduation, texturising, asymmetric, disconnected scissors, thinning/texturising scissors, razor.

- 1 Prepare self, the client and work area for cutting service
- 2 Use suitable consultation techniques to identify service objectives *
- 3 Evaluate the potential of the hair to achieve the desired look by identifying influencing factors *
- 4 Provide clear recommendations based on factors *
- 5 Communicate and behave in a professional manner *
- 6 Position self and the client correctly throughout the service to ensure accuracy of the cut
- 7 Select and use cutting tools and equipment correctly to achieve the required look
- 8 Establish and follow guidelines where required to achieve the required look
- 9 Combine and personalise cutting techniques correctly to take account of the identified factors and desired look *

Conversion chart

Grade	Marks
Pass	13–15
Merit	16–21
Distinction	22–25

Cutting service											
Look 1			Look 2			Look 3			Look 4		
1			1			1			1		
1	2	3	1	2	3	1	2	3	1	2	3
1	2	3	1	2	3	1	2	3	1	2	3
1	2	3	1	2	3	1	2	3	1	2	3
1	2	3	1	2	3	1	2	3	1	2	3
1			1			1			1		
1			1			1			1		
1			1			1			1		
1	2	3	1	2	3	1	2	3	1	2	3

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-
- 10 Check the cut to ensure required balance, weight distribution and shape
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- 11 Create a finished cut that is to the satisfaction of the client
-
- 12 Follow safe and hygienic working practices
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- 13 Provide suitable aftercare advice *
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Totals

Grade

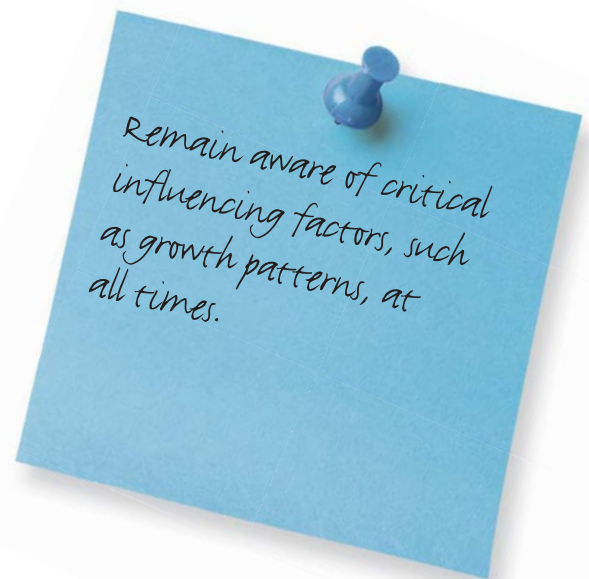
Candidate signature
and date

Assessor signature
and date

Cutting service											
Look 1			Look 2			Look 3			Look 4		
1			1			1			1		
1			1			1			1		
1			1			1			1		
1	2	3	1	2	3	1	2	3	1	2	3



After cutting, always recheck the hair once dried.



What you must do

Practical observations descriptors table

This table shows what you need to do to achieve 1, 2 or 3 marks for the criteria indicated with * on pages 30 and 31.

	1 mark	2 marks	3 marks
2 Use suitable consultation techniques to identify service objectives	Basic consultation Example: uses open and closed questions	Good consultation Examples: uses open and closed questions, visual aids, is aware of own body language	Thorough consultation Examples: uses open and closed questions, uses good visual aids, uses body language effectively, repeats instructions clearly to gain confirmation
3 Evaluate the potential of the hair to achieve the desired style by identifying the influencing factors	Minimal evaluation Examples: identifies hair texture, length and density, client requirements, contra-indications	Good evaluation Examples: identifies hair texture, length and density, client requirements, contra-indications, hair growth patterns, elasticity, client lifestyle	Comprehensive evaluation with accuracy throughout Examples: identifies hair texture, length and density, client requirements, contra-indications, hair growth patterns, elasticity, client lifestyle, head/face shape/features seeking to maximise potential
4 Provide clear recommendations based on factors	Limited recommendations based on some factors Example: if look can be carried out	Clear recommendations based on most factors Examples: if look can/cannot be carried out, options of different effects that can be achieved	Comprehensive recommendations based on most factors with accuracy Examples: if look can/cannot be carried out, options of different effects that can be achieved, matches client requirements and hair potential accurately

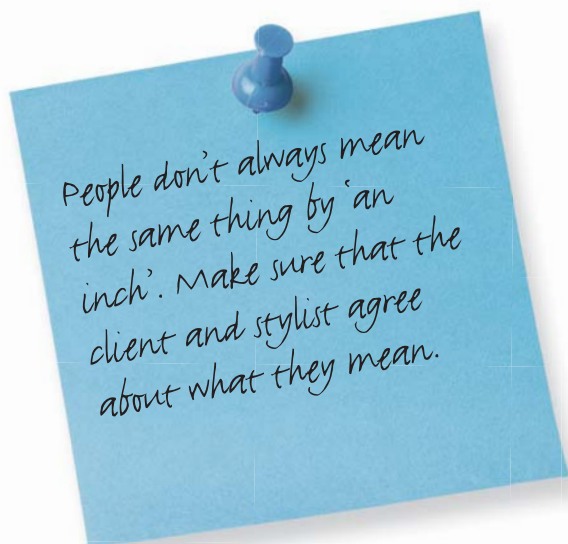
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	1 mark	2 marks	3 marks
5 Communicate and behave in a professional manner	Satisfactory communication and behaviour Examples: polite, friendly, positive body language, speaks clearly	Good communication and behaviour Examples: polite, friendly, positive body language, speaks clearly, respectful to colleagues and clients, listens and responds to client needs	Excellent communication and behaviour Examples: polite, friendly, positive body language, speaks clearly, respectful to colleagues and clients, listens and responds to client's needs, shows a reassuring and confident manner
9 Combine and personalise cutting techniques to take account of the identified factors and desired look	Limited use of techniques, takes account of one factor Examples: works rigidly, lacks personalisation and flair, one factor considered (hair growth patterns)	Good use of techniques, takes account of two factors effectively Examples: uses a variety of techniques appropriately, personalisation added, more than one factor considered (hair growth patterns, hair texture)	Thorough use of techniques, takes account of more than two factors creating individual look Examples: uses all required techniques appropriately and with ease, matches style to the factors (hair growth patterns, hair texture) and adds personalisation to the style
13 Provide suitable aftercare advice	Basic aftercare advice Example: use of products	Good level of aftercare advice Example: use of products and equipment	Excellent level of advice Examples: use of products and equipment, maintenance of style and further services

Comment form

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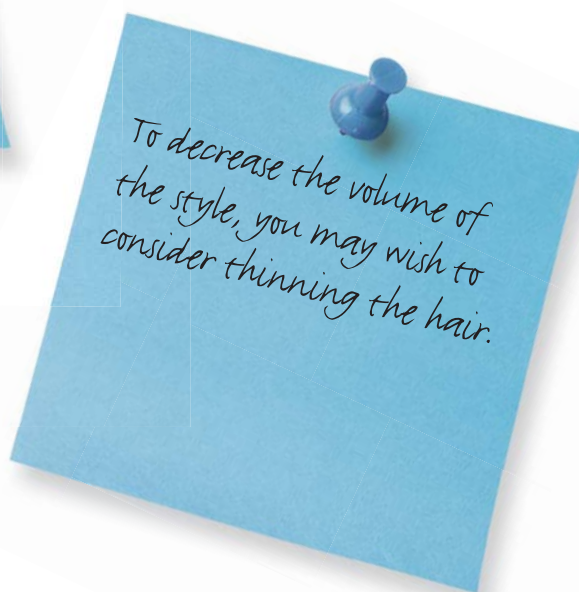
This form can be used to record comments by you, your client, or your assessor.



People don't always mean the same thing by 'an inch'. Make sure that the client and stylist agree about what they mean.

Revision tip

Always cross-check the cut, to ensure it's accurate.



To decrease the volume of the style, you may wish to consider thinning the hair.



Image courtesy of iStockphoto.com/Asian