Specific Competencies and Skills Tested in this Assessment:

Safety and Sanitation

- Apply techniques to ensure client safety and protection
- Identify and demonstrate the three levels of decontamination/disinfection
- Identify concepts of salon-related ecology and bacteriology
- Demonstrate appropriate first-aid and workplace safety procedures
- Select and utilize appropriate Personal Protective Equipment (PPE) for specific tasks
- Display knowledge of SDS information and OSHA regulations

Scientific Concepts

- Identify scientific components of hair and scalp
- Identify scientific components of nails
- Identify scientific components of skin
- Exhibit basic knowledge of histology, anatomy, and physiology
- Describe electrical safety regarding UV and other electrotherapy techniques

Salon-Related Business Skills

- Demonstrate knowledge of pay scales and compensation plans
- Distinguish types of salon ownership and licensures
- Display professional client interactions and sales techniques
- Complete and maintain appropriate client and salon records

Physical Services

- Apply knowledge of hair care (e.g., shampoos, conditioners)
- Apply knowledge of facial procedures, hair removal, and make-up services
- Demonstrate knowledge and application of manicuring services, including natural and artificial nail services
- Demonstrate knowledge and application of pedicuring services
Specific Competencies and Skills continued:

Chemical Services

- Apply knowledge and proficiency of hair coloring, including corrective coloring
- Apply knowledge and proficiency of hair lightening
- Apply knowledge and proficiency of chemical hair relaxing, permanent waving, and restructuring

Hair Designing

- Apply knowledge and proficiency of various hair cutting or texturizing techniques (male and female)
- Apply knowledge and proficiency of various hair styling techniques, including base control (e.g., braiding, finger waving, pin curls)
- Apply understanding of hair enhancement methods and procedures (e.g., wigs, extensions, hair fusions)
- Apply knowledge and proficiency of various thermal techniques, including hair pressing, blow-drying, and flat ironing
**Written Assessment:**

**Administration Time:** 3 hours  
**Number of Questions:** 180  

**Areas Covered:**

- Safety and Sanitation: 20%  
- Scientific Concepts: 23%  
- Salon Related Business Skills: 13%  
- Physical Services: 11%  
- Chemical Services: 19%  
- Hair Designing: 14%
**Sample Questions:**

Put waste materials, such as hair from combs and brushes,
- A. in a covered trash container
- B. in a corner
- C. in a waste basket
- D. in a neat pile

Proper hair care includes
- A. shampooing hair every day
- B. scalp and hair cleansing
- C. using a moisturizing shampoo
- D. using a protein conditioner

In a chain salon, malpractice insurance is the responsibility of the
- A. landlord
- B. stockholder
- C. employee
- D. salon owner

Treat brittle nails and dry cuticles with a/an
- A. cuticle pusher
- B. hand massage
- C. extended soaking time
- D. oil manicure

When using a blow dryer, direct the air from the scalp to the
- A. crown area
- B. nape
- C. apex
- D. hair ends

A _____ haircut is an example of a 180-degree haircut.
- A. uniform
- B. graduated
- C. long-layered
- D. blunt

What is the chemical symbol for hydrogen peroxide?
- A. H₂O
- B. H₂O₂
- C. H₂O₃
- D. H₂O₄
Sample Questions (continued)

Successful lightening and coloring of the hair depends on hair
   A. density
   B. texture
   C. porosity
   D. elasticity

The chief sensory nerve of the face is the
   A. scalp
   B. trifacial
   C. optical
   D. sinus

If a stylist earns $9.15 an hour and works 40 hours a week, the weekly salary would be
   A. $266.00
   B. $286.00
   C. $366.00
   D. $386.00
**Performance Assessment:**

**Administration Time:** 3 hours
**Number of Jobs:** 5

**Areas Covered:**

19% **90-Degree Haircut**
Participant will maintain cleanliness of materials and implements, use appropriate draping, use correct haircutting techniques, texturize correctly, handle implements properly, and dispose of hair.

19% **Blow Dry, Curl, and Press Hair**
Participant will maintain cleanliness of materials and implements, use appropriate draping, blow-dry the hair, use correct flat iron or Marcel iron technique, and leave workstation in a clean and orderly condition.

29% **Chemical Applications**
Participant will maintain cleanliness of materials and implements, use appropriate draping for chemical service, section hair correctly, wear protective gloves, use correct retouch, foil highlight, first-time relaxer and permanent waving techniques, and leave workstation in a clean and orderly condition.

16% **Manicure**
Participant will sanitize hands, table, and mannequin's hands, maintain cleanliness of materials and implements, use correct manicure technique, and leave workstation in a clean and orderly condition.

17% **Facial**
Participant will sanitize table and hands, maintain cleanliness of materials and implements, use appropriate draping and proper facial technique, and leave workstation in a clean and orderly condition.
Sample Job: Manicure

Maximum Time: 20 minutes

Participant Activity: The participant will sanitize a manicure table and arrange supplies and implements, perform a full manicure including a hand massage, remove excess cream from nails, and polish nails with 1 base coat, 2 coats of dark polish, and 1 top coat.