



Coimisiún na Scrúduithe Stáit
State Examinations Commission

Leaving Certificate Applied 2016

Marking Scheme

Hair and Beauty

Common Level

Note to teachers and students on the use of published marking schemes

Marking schemes published by the State Examinations Commission are not intended to be standalone documents. They are an essential resource for examiners who receive training in the correct interpretation and application of the scheme. This training involves, among other things, marking samples of student work and discussing the marks awarded, so as to clarify the correct application of the scheme. The work of examiners is subsequently monitored by Advising Examiners to ensure consistent and accurate application of the marking scheme. This process is overseen by the Chief Examiner, usually assisted by a Chief Advising Examiner. The Chief Examiner is the final authority regarding whether or not the marking scheme has been correctly applied to any piece of candidate work.

Marking schemes are working documents. While a draft marking scheme is prepared in advance of the examination, the scheme is not finalised until examiners have applied it to candidates' work and the feedback from all examiners has been collated and considered in light of the full range of responses of candidates, the overall level of difficulty of the examination and the need to maintain consistency in standards from year to year. This published document contains the finalised scheme, as it was applied to all candidates' work.

In the case of marking schemes that include model solutions or answers, it should be noted that these are not intended to be exhaustive. Variations and alternatives may also be acceptable. Examiners must consider all answers on their merits, and will have consulted with their Advising Examiners when in doubt.

Future Marking Schemes

Assumptions about future marking schemes on the basis of past schemes should be avoided. While the underlying assessment principles remain the same, the details of the marking of a particular type of question may change in the context of the contribution of that question to the overall examination in a given year. The Chief Examiner in any given year has the responsibility to determine how best to ensure the fair and accurate assessment of candidates' work and to ensure consistency in the standard of the assessment from year to year. Accordingly, aspects of the structure, detail and application of the marking scheme for a particular examination are subject to change from one year to the next without notice.

Vocational Specialism – Hair and Beauty

MARKING SCHEME

240 marks

Directions to Candidates

1. Candidates must attempt **FOUR** questions; one question from **each** of the four sections.
2. Each question carries 60 marks.

Credit	12	11	10	9	8	7	6	5	4	3	2	1	0
Mark Range	204- 240	187- 203	170- 186	153- 169	136- 152	120- 135	103- 119	86- 102	69- 85	52- 68	36- 51	19- 35	0- 18

Section 1 - Salon and Customer Care

Attempt Question 1 or Question 2 from this section.
Each question carries 60 marks.

1. (a) Name **four** services carried out by a *beauty therapist*. (12 marks)

4 services @ 3 marks each

1. *manicure; pedicure; facial; eye treatment; exfoliating;*
2. *nail art; nail extensions; gel nails; waxing;*
3. *make-up; eyelash/eyebrow tinting; eye brow shaping; spray tanning;*
4. *massage; body wraps; etc.*

- (b) Identify **four** qualities that make a good beauty therapist. (12 marks)

4 qualities @ 3 marks each

1. *friendly manner; caring attitude; good listener; attentive; discreet; tactful;*
2. *ability to understand the needs of a client; be able to put a client at ease; respectful; observes confidentiality;*
3. *attention to detail; creative; dependable/reliable; punctual; professional approach; cooperative; energetic; organised;*
4. *good stamina; cool headed; well mannered; good time manager; etc.*

- (c) Describe **three** ways that you could find out about a career in beauty. (12 marks)

3 ways @ 4 marks each

1. *go to an open day at a college offering beauty therapy courses and talk to tutors; visit a local salon and arrange to speak with a staff member;*
2. *observe beauty therapists at work e.g. at a nail bar; search online for information about the role of a beauty therapist and the availability of local courses;*
3. *check magazines and newspapers to get an idea of the types of jobs on offer; look at books in the library; speak with the career guidance teacher in school; internet; etc.*

- (d) Outline **four** advantages and **four** disadvantages of working as a beauty therapist on a cruise ship.



<http://royalcaribbean.cruiselines.com>

Advantages

(12 marks)

4 advantages @ 3 marks each

1. *get to travel and see different parts of the world; free accommodation and meals;*
2. *meeting people from other countries; lots of work and the opportunity to get experience;*
3. *free laundry service;*
4. *free medical insurance; air travel to and from ship provided; etc.*

Disadvantages

(12 marks)

4 disadvantages @ 3 marks each

1. *pay is often low/basic, lack of privacy as you may have to bunk with other staff;*
2. *hours can be long, few days off when at sea; sea sickness;*
3. *homesickness/away from family and friends;*
4. *long contracts e.g. six months so not suitable for parents with children; etc.*

2. (a) Some products used in hair, beauty or nail salons have chemicals in them that can be potentially *harmful* to the health of staff and clients.
Give **four** examples of these products. (12 marks)

4 examples @ 3 marks each

1. *cleaning products; hair dyes; perming solution; hair bleach;*
2. *nail polish; nail polish remover; cuticle softener; artificial nails;*
3. *hairspray; hair styling agents;*
4. *brow and lash tint; etc.*

- (b) Identify **three** ways that chemicals can enter the body. (12 marks)

3 ways @ 4 marks each

1. *inhalation – breathing in;*
2. *skin contact – passing through the skin into the blood stream;*
3. *ingesting – eating/swallowing; etc.*

- (c) Outline **three** ways that a person could be affected by exposure to chemicals in a salon. (12 marks)

3 ways @ 4 marks each

1. *skin problems e.g. dermatitis, skin irritations, rashes etc.; respiratory problems e.g. infections, asthma attacks; etc.*
2. *headache and feeling dizzy; weak or nauseous; sore throats; coughs; cancer risk;*
3. *eye irritation e.g. swelling, watery eye, red eye, blurry eyesight; etc.*

- (d) Suggest **four** ways that staff could get information on hazardous substances found in the salon. (12 marks)

4 ways @ 3 marks each

1. *poster displays in staff room with hazardous substances identified;*
2. *staff training in the salon; attending external courses; talk to salon health and safety representative;*
3. *check out salons health and safety policy/guidelines; from colleagues or manager;*
4. *internet - websites; books; leaflets; etc.*

- (e) Discuss **four** steps that a salon could take to protect its employees and clients from hazardous substances. (12 marks)

4 steps @ 3 marks each

1. *ensuring good ventilation with a continuous supply of fresh air, providing/using protective clothing, dust masks and gloves and not reusing them;*
2. *ensuring good hand washing routines; safe disposal of waste e.g. rubbish soaked in chemicals should be put in a container with a tight lid;*
3. *use less toxic products in the salon e.g. nail polish remover free of acetate;*
4. *proper storage e.g. close containers when not in use; ensure products are labelled; stored out of direct sunlight; provide pump sprays rather than aerosols to reduce inhalation risk; education – ensure staff are trained in salon safety; etc.*

Section 2 - Haircare

Attempt Question 3 or Question 4 from this section.
Each question carries 60 marks.

3. (a) Suggest a *haircare* routine for a bride-to-be in the weeks leading up to her wedding.
Give **three** points. (12 marks)



<https://s-media-cache-ak0.pinimg.com>

3 points @ 4 marks each

1. *go on a trial visit/s to the hairdresser to plan the hairstyle;*
2. *have some treatments carried out to get the hair into good condition; have the hair cut to remove split ends;*
3. *avoid drying out the hair with ghd or other heated equipment; etc.*

- (b) List **six** types of *hair accessories* that would be suitable for a bride. (12 marks)

6 accessories @ 2 marks each

1. *veil, feathers,*
2. *slides, tiara,*
3. *headband; hair pins;*
4. *hair combs;*
5. *flowers;*
6. *ribbons; pearls; etc.*

- (c) Suggest **four** factors the bride-to-be should consider when *purchasing* a hair accessory. (12 marks)

4 factors @ 3 marks each

1. *the hairstyle – how the hair will be worn and where the accessory will be located;*
2. *type of embellishment on dress – the hair accessory needs to compliment this;*
3. *colour of the dress e.g. white or cream – the accessory needs to match this;*
4. *function of the accessory e.g. to keep hair secure and in place; decorative; budget available; etc.*

- (d) Outline **four** areas of discussion / tasks that could take place during a *trial* hair appointment for a bride-to-be. (12 marks)

4 areas @ 3 marks each

1. *what the bride will wear e.g. style of dress, theme, etc.; if the bride will wear a veil, glasses;*
2. *brides likes and dislikes, would she like to wear her hair up, down; etc. time of the year e.g. security of hairstyle if the day is windy, raining;*
3. *condition of the hair and how to care for the hair in the lead up to the wedding; treatments or services that could be carried out in the lead up to the wedding e.g. cutting;*
4. *colouring; conditioning; etc.*

- (e) Discuss how a bride could ensure that her hairstyle holds well on the day of her wedding. Give **three** points. (12 marks)

3 points @ 4 marks each

1. *if possible avoid washing/conditioning on the day so that the hair is not too soft; use lots of fixing spray e.g. hairspray; if an upstyle use backcombing to give hold to the hair;*
2. *use a hair accessory or lots of clips to help hold the hair in place; stay out of the wind/rain as far as possible;*
3. *do some maintenance work during the day e.g. touch up, re-spray with hairspray; etc.*

4. (a) Outline **four** reasons for shampooing hair.

(12 marks)



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4 reasons @ 3 marks each

1. *cleans the hair and removes dirt; helps to remove dead skin cells from the scalp; removes products from the hair e.g. hairspray, mousse; etc.*
2. *removes oil from the hair; helps to make the hair shiny and silky;*
3. *stimulates blood circulation; feels good/relaxing;*
4. *preparation for other salon services e.g. blow-dry; etc.*

(b) State **four** factors that determine (decide) the choice of shampoo used.

(12 marks)

4 factors @ 3 marks each

1. *scalp type i.e. dry, oily or normal; hair type i.e. thin, thick; etc.*
2. *what you need the shampoo to do e.g. give volume, hydrate; etc.*
3. *has the hair been chemically treated e.g. coloured or permed;*
4. *the shampoo fragrance; the shampoo brand; etc.*

(c) Name and describe **one** shampoo massage technique.

(6 marks)

1 technique @ 2 marks

Name of massage technique e.g. *petrissage; effleurage; friction; etc.*

1 point @ 4 marks

Description

Petrissage: *deep kneading movement which stimulates the scalp; circular movements made using the pads of the fingers; etc.*

Effleurage: *smoothing, stroking movement which starts and finishes the massage routine; etc.*

Friction: *light quick movements when shampooing to stimulate scalp; etc.*

- (d) Suggest **four** ways to ensure the *comfort* of a client during shampoo service. (12 marks)

4 ways @ 3 marks each

1. *protect clients clothing with a towel/gown; towel/gown should be clean; check seating is comfortable when reclined at basin; ensure you have fresh breath;*
2. *check water temperature with client; watch where water is being sprayed so that it does not get on clients face/clothes; wipe immediately if accidents occur;*
3. *make sure to wash whole head and not over concentrate on the same area; ensure your nails are not sharp or long in case they scratch clients scalp; apply pressure when massaging but don't overdo it; rinse thoroughly so no shampoo is left in hair especially behind ears and nape of neck;*
4. *absorb excess water with a towel before transferring client to stylists station; focus on client and avoid unnecessary communication with other staff; do not wear dangling jewellery e.g. bracelets, etc.*

- (e) State **four** ways to ensure the *health and safety* of a client during shampoo service. (12 marks)

4 ways @ 3 marks each

1. *ensure basin area is clean and free of any chemical substances from previous clients; test the water temperature before applying to clients scalp to avoid scalding;*
2. *check the angle of the chair/basin so that the client's neck is supported and comfortable; wear gloves if you have any open cuts to avoid passing on infections; etc.*
3. *avoid coughing or sneezing on client during service; wipe up/report spills immediately;*
4. *keep electrical equipment away from the basin area to avoid electric shock; etc.*

- (f) Discuss water conservation (saving) in the salon. Give **two** points. (6 marks)

2 points @ 3 marks each

1. *train staff on becoming more sustainable and reducing water wastage; fix leaking taps; turn off water tap/spray head when not using/needed e.g. between rinses;*
2. *use low flow shower heads; install reduced flush toilets; install self-closing taps; etc.*

Section 3 - Beautycare

Attempt Question 5 or Question 6 from this section.
Each question carries 60 marks.

5. (a) Suggest **four** reasons why a person might get a *tattoo*. (12 marks)



www.teluguone.com

4 reasons @ 3 marks each

1. *memories – a keepsake to remember/record loved ones, events etc.; it is an art form;*
2. *they are fashionable/trendy; peers get them;*
3. *it is a form of expression - a way to state your individuality; members of a group/gang might have their own tattoo design/mark;*
4. *covering up a scar or birth mark; etc.*

- (b) Name **six** parts of the body where tattoos are often located. (12 marks)

6 parts @ 2 marks each

1. *inner wrist; behind the ear; inner arm; inner bicep;*
2. *ankle; feet; top/side of fingers;*
3. *thigh; small of back;*
4. *nape of neck; length of spine; rib cage;*
5. *cleavage; collar bone;*
6. *shoulder; etc.*

- (c) What factors should be considered when selecting the *design* and *location* of a tattoo?
State **three** factors for **each**. (12 marks)

Design

3 factors @ 4 marks each

1. *are there any particular tattoo artists whose work you like; take time and avoid any rash decisions; remember it is permanent so it needs to be a design that will age with you; has the design particular meaning for you;*
2. *be careful of tattoos in languages you don't understand e.g. in case they cause offence or don't make sense; watch out for misspelled words;*
3. *avoid designs based on fads or current crushes e.g. bands, boyfriends/girlfriends etc. in case they don't last; consider the size of the design; etc.*

Location

(12 marks)

3 factors @ 4 marks each

1. *do you want your clothes to cover the tattoo when required; will the tattoo, if visible, create a barrier for career prospects in particular professions;*
2. *is the location the best place to show off the design you have selected;*
3. *some parts of the body where the skin is thin or there is a lack of muscle are more painful to tattoo e.g. spine, hip, ankle, hands, fingers, tops of the feet, elbows; etc.*

- (d) Discuss the care of a *new* tattoo. Give **four** points. (12 marks)

4 points @ 3 marks each

1. *follow the instructions of the tattoo artist by leaving the dressing on for the required number of hours approx. 2-3 hours;*
2. *wash your hands before removing the dressing; wash tattoo gently using an unfragranced liquid soap and cool to lukewarm water;*
3. *pat dry very gently with clean towel; apply recommended aftercare cream;*
4. *repeat the process 2-3 times daily for up to 2 weeks; avoid submerging in water during this time e.g. baths, showers and swimming etc.; avoid tight clothing that can rub off the tattoo; avoid picking or scratching; avoid exposure to sun; etc.*

6. (a) State **four** reasons for using an eye cream. (12 marks)

4 reasons @ 3 marks each

1. *skin around the eye area is thinner, more sensitive and prone to fine lines; wrinkles and ageing; dryness around the eyes;*
2. *can help to reduce puffiness caused by fluid building;*
3. *can help combat skin discoloration and dark circles under the eyes;*
4. *can help to smooth out fine lines around the eyes; etc.*

(b) Suggest **four** factors that should be considered when purchasing an eye cream. (12 marks)

4 factors @ 3 marks each

1. *do ingredients have particular properties e.g. caffeine to reduce puffiness; can cream be used for day or night-time or both;*
2. *packaging e.g. packaging that keeps the light and air out e.g. tubes rather than jars; size of container to ensure it is not around for too long/open to contamination; expiry date;*
3. *offers e.g. sometimes eye cream might be included free as part of a promotional offer; beauty reviews/trials;*
4. *preferred brand; high quality; cost; etc.*

(c) Describe how to apply eye cream. Give **three** points. (12 marks)

3 points @ 4 marks each

1. *make sure area is clean; place a small amount of the product on a clean cotton bud or your ring finger;*
2. *starting under the eye, close to your nose, dot the cream around the eye; work from the inside to outside corner of the eye;*
3. *next dot along the eyelid; keep tapping gently in a circular motion around the eye until the cream is absorbed; etc.*

- (d) Identify **six** make-up items that could have been used to create the eye make-up look in the photograph below. (12 marks)



www.lovethepic.com

6 items @ 2 marks each

1. *primer; eyebrow liner; eye liner; eyebrow pencil;*
2. *mascara; eye shadow; metallic shadow;*
3. *false eyelashes; mirror;*
4. *brushes/applicators;*
5. *eyelash curler;*
6. *eye pencil sharpener; etc.*

- (e) Discuss how longer and fuller eyelashes can be created. Give **four** points. (12 marks)

4 points @ 3 marks each

1. *use fake eyelashes/eyelash extensions; use an eyelash primer; layer waterproof mascara on top of regular mascara;*
2. *coat both sides of the lashes with mascara to thicken them; dust baby powder over your eyelashes between coats of mascara to thicken the lashes;*
3. *curl lashes with an eyelash curler while applying mascara;*
4. *use eyeliner on the lash line; etc.*

Section 4 - Bodycare

Attempt Question 7 or Question 8 from this section.
Each question carries 60 marks.

7. (a) List **four** early signs / symptoms of stress. (12 marks)

4 signs @ 3 marks each

1. *difficulty sleeping; headaches; dry mouth/problems swallowing;*
2. *chest pain/palpitations; anxiety; depression; change in appetite;*
3. *weight gain/loss; difficulty concentrating; forgetfulness; tearfulness;*
4. *social withdrawal/isolation; overwhelmed; difficulty making decisions; poor time keeping; drinking or smoking more; etc.*

- (b) Suggest **four** possible causes of stress in a salon. (12 marks)

4 causes @ 3 marks each

1. *long working hours; rushing tasks e.g. too many appointments back to back;*
2. *challenging people e.g. clients or colleagues; not recognised for good performance;*
3. *lack of job security;*
4. *not liking ones job/profession; etc.*

- (c) Identify **three** ways stress might affect a person's performance or behaviour at work.

(12 marks)

3 ways @ 4 marks each

1. *timekeeping - arriving late for work or not managing appointment schedule; making mistakes - because of forgetfulness/poor short term memory;*
2. *conflict – picking fights with everyone; in bad form; health issues – going home from work with headaches, fatigue; etc.*
3. *time off work – missing days/sick leave; etc.*

- (d) Outline **four** practical ways that an *individual* can reduce or relieve their stress.

(12 marks)

4 ways @ 3 marks each

1. *find someone you can count on to listen to them when they need to talk; do something enjoyable e.g. a hobby; exercise e.g. go for a walk;*
2. *meditate or try mindfulness; look at your bedtime routine and get enough sleep; keep a journal - write about things that are bothering you;*
3. *listen to music; try some breathing techniques; learn to say no/delegate; eat healthily; relax e.g. take a bath; laughter – watch a funny TV show;*
4. *get a massage; drink a cup of tea; see a counsellor; etc.*

- (e) Discuss the role of *employers* in reducing workplace stress. Give **three** points.

(12 marks)

3 points @ 4 marks each

1. *have a policy for the prevention and management of stress in the workplace; be attentive to staff going through stressful events;*
2. *encourage two way lines of communication; encourage staff to take part in decision making and problem solving;*
3. *encourage staff to avail of stress management training; etc.*

8. (a) Give **four** reasons why it is important to care for teeth. (12 marks)

4 reasons @ 3 marks each

1. *to remove the food particles that cause bad breath;*
2. *to reduce risk of tooth decay; to prevent gum disease;*
3. *to avoid tooth loss; appearance - to keep a person looking good;*
4. *to remove bacteria that can cause problems by entering the blood stream and infecting other parts of the body; etc.*

(b) Suggest **four** possible causes of bad breath. (12 marks)

4 causes @ 3 marks each

1. *eating certain strong flavoured foods e.g. onions, garlic and spices; excess coffee and alcohol;*
2. *smoking; mouth infections or tooth decay;*
3. *poor dental hygiene or dentures not cleaned properly;*
4. *illness e.g. some cancers; etc.*

(c) Give **three** reasons for replacing a toothbrush. (12 marks)

3 reasons @ 4 marks each

1. *after about 3 months the bristles are not as effective at cleaning your teeth; should be replaced earlier if the bristles show signs of wear;*
2. *a toothbrush can harbour bacterial build up, following an illness such as colds, flu, sore throat etc. – to avoid being re-infected;*
3. *can cause cross contamination with other people's toothbrushes; etc.*

- (d) Outline **two** advantages and **two** disadvantages of *electric toothbrushes*. (12 marks)

Advantages

2 advantages @ 3 marks each

1. *they remove plaque better and faster than a regular toothbrush; most come with timers so that you know that you have brushed for a long enough time;*
2. *good for people with physical disabilities e.g. arthritis as handle is large and easy to grip and the bristles are powered to clean; etc.*

Disadvantages

2 disadvantages @ 3 marks each

1. *the cost – depending on the make/model they can be expensive; not good for people with sensitive teeth as the vibrations and speed can aggravate nerves;*
2. *bulky for travelling and can be inconvenient to charge; etc.*

- (e) Discuss the factors that should be considered before having a *teeth whitening* procedure carried out. Give **four** points. (12 marks)



<http://static1.squarespace.com>

4 points @ 3 marks each

1. *check the reputation of the person/clinic providing the service before deciding where to go – check out reviews and ask around;*
2. *prices vary so check what is on offer for the price; number of visits; availability of home kits;*
3. *some people's teeth can be very sensitive for a period afterwards which can be very uncomfortable;*
4. *it is not a permanent solution, stains will come back and another treatment may be needed 6-12 months later; etc.*

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