Specific Competencies and Skills Tested in this Assessment:

**Safety and Sanitation**
Apply techniques to ensure client safety and protection throughout all services
Identify and demonstrate the three levels of decontamination and disinfection
Identify concepts of salon-related ecology and bacteriology
Demonstrate appropriate first aid, workplace safety procedures, and universal precautions
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 and 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 and skin care products (e.g., shampoos, facial cleanser)
Apply knowledge of facial procedures, manipulations, skin analysis, hair removal, and make-up services
Demonstrate knowledge and application of manicuring services, including natural and artificial nails
Demonstrate knowledge and application of pedicuring services
Cosmetology - PILOT (continued)

Chemical Services
Apply knowledge and proficiency of hair coloring, including corrective coloring and color formulation
Apply knowledge and proficiency of hair lightening
Apply knowledge and proficiency of restructuring of hair by chemical hair relaxing and permanent waving

Hair Designing
Apply knowledge and proficiency of various hair cutting or texturizing tools and techniques (e.g., clippering)
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 tools and techniques (e.g., blow-drying, hair pressing, flat ironing, curling iron)
Cosmetology - PILOT (continued)

Written Assessment:

Administration Time: 3 hours
Number of Questions: 179

Areas Covered:

- 19% Safety and Sanitation
- 23% Scientific Concepts
- 12% Salon-Related Business Skills
- 15% Physical Services
- 19% Chemical Services
- 12% Hair Designing

Sample Questions:

Disinfectant solution should be left overnight in a foot spa
   A. on a weekly basis
   B. at the end of the day
   C. every two weeks
   D. on a monthly basis

Bloodborne pathogens can be spread by
   A. using hot wax on body hair
   B. tweezing when the skin is broken
   C. cutting hair when it is dry
   D. hugging the client after the service

The technical term for bitten nails is
   A. onycholysis
   B. onychophagy
   C. leukonychia
   D. paronychia

What part of the nail structure provides nourishment to the nail?
   A. hyponychium
   B. matrix
   C. cuticle
   D. nail plate

In a salon, the percentage of stylists' earnings that are calculated according to their sales is known as
   A. commission
   B. tips
   C. salary
   D. retail
Moisturizers for facials are mixes of humectants and
A. emollients
B. exfoliants
C. sunscreen
D. masks

Temporary hair removal techniques include tweezing, waxing, shaving, and
A. electrolysis
B. hirsuties
C. thermolysis
D. depilatories

Demi-permanent and semi-permanent hair colors
A. are self-penetrating
B. are deposit only
C. contain certified colors
D. contain ammonium thioglycolic acid

The process of removing natural pigment from the hair is referred to as
A. decolorization
B. drabbing
C. toning
D. tinting

Maintaining consistent tension during a haircut ensures
A. cutting an inch of hair
B. an even haircut
C. no split ends
D. that hair stays wet
**Cosmetology - PILOT (continued)**

**Performance Assessment:**

Administration Time: 3 hours  
Number of Jobs: 5

**Areas Covered:**

19% **90-Degree Haircut**  
Participant will drape mannequin properly, section and secure hair, perform a 90-degree blended layer cut, demonstrate appropriate use of shears, razor, and leave the workstation in a clean, orderly condition.

19% **Blow Dry, Curl, and Press Hair**  
Participant will properly drape the mannequin, perform a blow-dry service with round brush, section hair, perform pressing comb or flat-iron to back section, use Marcel iron to perform thermal curl, and leave the workstation in a clean, orderly condition.

29% **Chemical Applications**  
Participant will properly drape the mannequin, section the entire head, complete a mock color retouch, six foil highlights, complete a virgin chemical relaxer, wrap one section with permanent wave rods, and leave the workstation in a clean, orderly condition.

16% **Manicure**  
Participant will sanitize a manicure table and arrange supplies and implements, perform a full manicure and hand massage on one hand, and leave the workstation in a clean, orderly condition.

17% **Facial**  
Participant will properly drape mannequin, demonstrate application and removal of cleansing cream, demonstrate three massage manipulations and application and removal of massage cream. Leave the workstation in a clean, orderly condition.

**Sample Job:**  
Manicure

**Maximum Job Time:** 20 minutes

**Participant Activity:**  The participant will sanitize a manicure table and arrange supplies and implements, perform a full manicure on one hand 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, and leave the workstation in a clean and orderly condition.